Competitiveness,
Training and Trade

Compétitivité, Formation
professionnelle et Commerce

Annual Report 2006 - 2007

Rapport annuel 2006 - 2007

Manitoba

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Training and Trade

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Manitoba

MINISTER OF COMPETITIVENESS,
TRAINING AND TRADE

Winnipeg, Manitoba, CANADA
R3C 0V8

His Honour the Honourable John Harvard, P.C., O.M.
Lieutenant Governor of Manitoba
Room 235, Legislative Building
Winnipeg, Manitoba
R3C 0V8

May it Please Your Honour:

I am pleased to present the Annual Report for the Department of Competitiveness, Training and Trade for the fiscal year ending March 31, 2007.

Respectfully submitted,

Jim Rondeau
Minister

MINISTER OF COMPETITIVENESS,
TRAINING AND TRADE

Winnipeg, Manitoba CANADA
R3C 0V8

Son Honneur l'honorable John Harvard, C.P., O.M.
Lieutenant-gouverneur du Manitoba
Palais législatif, bureau 235
Winnipeg (Manitoba) R3C 0V8

Monsieur le Lieutenant gouverneur,

J'ai le plaisir de présenter à Votre Honneur le rapport annuel du ministère de Compétitivité, Formation professionnelle et Commerce pour l'exercice se terminant le 31 mars 2007.

Je vous prie d'agréer, Monsieur le Lieutenant-gouverneur, l'expression de mon profond respect.

Le ministre,

Jim Rondeau

Manitoba

Competitiveness, Training and Trade

Deputy Minister
Legislative Building, Winnipeg, MB, R3C 0V8
www.gov.mb.ca

Honourable Jim Rondeau
Minister of Competitiveness, Training and Trade
Room 358, Legislative Building
Winnipeg, Manitoba

Dear Minister:

We have the honour of presenting the Annual Report for the Department of Competitiveness, Training and Trade for the period April 1, 2006 to March 31, 2007.

The Department of Competitiveness, Training and Trade was created by a government reorganization in September, 2006. At that time, the Economic Development Programming was transferred from the former Department of Industry, Economic Development and Mines. In addition, the Training and Continuing Education Division was transferred from the former Department of Advanced Education and Training along with the Trade and Federal-Provincial Relations Division from the former Department of Intergovernmental Affairs and Trade. The Mineral Resources Division was transferred to the new Department of Science, Technology, Energy and Mines

The activities and efforts undertaken by the department with our industry partners support our vision of Manitoba obtaining an internationally competitive economy, with the best quality of life in the world.

The mission of the department is to work collaboratively with businesses, people and communities to: increase their capacity to succeed; enhance the competencies they need to prosper; raise their profiles, locally, nationally and internationally; and foster an environment that supports sustainable economic growth.

Departmental activities support the goals of the department and the overall objectives of the Manitoba Government. Working towards Manitoba's vision, we are pleased to profile a few outcomes achieved in 2006/07:

- Employment Manitoba, through its network of 17 Employment Manitoba Centres and hundreds of partnerships with employers and communities, delivered approximately 57,000 employment services to almost 34,000 individuals to help them prepare for, find and keep employment. This included supporting over 10,000 clients to participate in skills development opportunities, adding significant value to the Manitoba labour market and economy.
- Employment Manitoba directly assisted over 11,000 Manitoba employers to meet their workforce requirements through a variety of labour market services, including over 37,000 job orders placed on the Job Bank for Employers. In addition, over 500 individuals received entrepreneurial training and assistance to create their own businesses through the Self Employment Program.
- Employment Manitoba developed and administers the Job Referral System (JRS) for the Winnipeg Floodway Expansion and Hydro-Wuskwatim projects, which matches job seekers skills and qualifications with project employers' workforce requirements. Over 4,000 job seekers have been registered in the JRS since its inception in June 2005.
- The department supports 14 Sector Councils that represent over 185,000 workers (34% of the workforce) and over 500 employers. This partnership has resulted in training for over 12,000 workers, an increase of 65% from 1999/2000, increasing on average 15% a year.

- These Sector Councils have put Manitoba at the forefront in innovative training, workforce development and industry growth, driving the introduction of industry-determined college and university programs developing strategies for inclusion of Aboriginals and immigrants, implementing career development programs and leadership training, and providing timely labour market information.
- The Hydro Northern Training and Employment Initiative prepares Northern Aboriginal Manitobans with occupational skills for employment on announced and projected hydroelectric construction and related employment.
- Since 2001/02, 1278 individuals have participated in over 2900 pre-employment, academic and technical training activities and related work experience. Currently, 183 individuals are employed.
- There has been increased community capacity for the planning and management of training delivery through professional development of existing staff in areas such as management, counselling, computer skills, accounting and project management.
- A further significant development is increased education and training capacity in the North (for example, Atoskiwin Training & Employment Centre in Nelson House, Split Lake training facility, York Factory Learning Institute and Fox Lake Learning Centre).
- As at April 1, 2007 a total of 1,962 apprentices were newly registered during the 2006/07 fiscal year and as at April 1, 2007 there were approximately 5,850 active apprentices registered in the apprenticeship system. This represents an increase of 18% over 2005/06, and a 58% increase over 1999/00, the Branch's baseline year. As at April 1, 2007 the number of apprentices who attended technical training in 2006/07 was 3,035, which is a 17% increase compared to 2005/06's attendance.
- The Canada/Manitoba Business Service Centre (C/MBSC) responded to approximately 36,000 walk-in/phone business and trade-related inquiries and delivered/facilitated 222 entrepreneurial related business workshops and seminars to approximately 2,500 participants. The Business Counselors of the Small Business Development Branch hosted approximately 4,600 client interactions during the year.
- The introduction of the Manitoba E-Learning Network, of which the C/MBSC is a key delivery partner. The Network consists of a central video-conferencing unit with 16 external access points located throughout the province. A total of 53 business related seminars were broadcast throughout the province to 435 participants.
- The Business Start program was enhanced during the year with the maximum loan guarantee amount being increased from $10,000 to $20,000, the applicant's equity requirement being decreased from 100% to 40% of the loan amount requested and the inclusion of part-time businesses.
- Since inception, the Business Start program has assisted 948 business start-ups with an estimated investment of $19 million and the creation of approximately 2,400 initial jobs.
- Approximately 680 participants attended the 27 three-day Business Start workshops conducted throughout Manitoba, including seven workshops delivered in the rural areas. Business Start workshops were delivered in Winnipeg, Brandon, Altona, Dauphin, Morden, Portage La Prairie and Swan River.
- The department continues to make advances in French language service delivery to our Francophone clients. Employment Manitoba offers bilingual service in many of its centres and added an additional one in Beausejour with the hiring of a bilingual staff person. Employment Manitoba continues to work towards the 2010 goal of offering bilingual services in all rural regions. The Small Business Development Branch has developed and delivered workshops and seminars in French with the three-day Business Start workshop being delivered at the St. Boniface Bilingual Service Centre.
- Work continued with Manitoba's industrial sectors to encourage expansion through the identification of new opportunities and the adoption of new technologies. Many sectors continued to face pressures brought on by the rising value of the Canadian dollar and increased off-shore competition.
- The Composites Innovation Centre at Smart Park continued to assist a wide range of our industries in the development of lightweight, high-strength composite materials which are now essential for future products related to fuel-efficient vehicles, civil infrastructure and a wide variety of other manufacturing and construction applications. Since its inception, the CIC has reviewed 111 projects with 33 now successfully completed and 52 remaining in progress or under further review.

- The Vehicle Technology Center (VTC), to which Industry Consulting Services Branch provides staff and infrastructure support, continued to move forward with several projects. Formal approval and funding was obtained for an OEM-Supplier Development Program to provide some financial incentive to Original Equipment Manufacturers (OEM's) to partner with their suppliers in the development of high technology products and services. Projects approved include significant upgrades in composite component manufacturing and a comprehensive program to enhance the interior of transit buses.
- Industry Consulting continued its work with several partners and stakeholders in the implementation of the three-year $4 million Advanced Manufacturing Initiative (AMI) designed to assist local manufacturers to adopt the most advanced manufacturing methods and technologies to ensure their ongoing competitiveness. Since its launch in 2005, the AMI has enabled the wide distribution of promotional literature, consultations and training programs teaching principles of lean manufacturing. AMI programs have resulted in several examples of companies significantly improving their productivity.
- Additionally, under the auspices of the AMI, industry has developed a new Manufacturing Sector Economic Development Plan (MSEDP) to ensure the long-term competitiveness of the sector. The MSEDP was publicly released in December 2006 and planning for the initial implementation of the MSEDP is now underway.
- The department commenced the implementation of the province's Single Window for Business Initiative, which is focused on bundling services to business so that they are easily accessible online, in person or on the phone.
- The department supported the development of the Manufacturing Sector Economic Development Plan, which industry and other stakeholders created in response to major competitive challenges being faced by the manufacturing sector in Manitoba.
- The *Provincial Nominee Program for Business* (PNP-B) received 229 business immigrant applications and nominated 121 of those applicants for immigration to Manitoba. Since 2001, the on-going arrival and settlement in Manitoba of these new Canadians has already resulted in 155 new businesses (including 41 farm or farm related businesses) being established with a direct investment of over $76 million.
- Total Manitoba exports increased by 12.3% over the year before. In 2006/07, 125 Manitoba companies reported either first-time exports or exports to new markets. The December 2006 trade mission to California was Manitoba's largest undertaken in North America and included 45 business representatives.
- Despite a highly competitive environment, international student enrolment in Manitoba grew by 10% last year. Based on tuition, accommodation and other living expenses, the current economic impact of these students is conservatively estimated to be in excess of $55 million.
- In May 2006, Manitoba hosted the Western Premiers' Conference which brought together the premiers of the western provinces and northern territories to address issues of mutual interest including climate change, the Western Hemisphere Travel Initiative, and improvements to the approval process for cancer drugs. The Department also organized the North American Leaders' Summit attended by regional and business leaders from Canada, US and Mexico and the Prime Minister of Canada.
- The Department coordinated Manitoba's formal comments and advocacy efforts regarding the Western Hemisphere Travel Initiative (WHTI). The Department worked with three other provinces and the Canadian Embassy in Washington to organize a mission by the Premiers of Manitoba, Ontario and New Brunswick to Washington, DC in February 2007. The mission was designed to raise the awareness among U.S. Governors, Congressional delegates and members of the U.S. Administration of the impact the rapid implementation that the WHTI will have on tourism, trade and cross-border activities.

The department supports the Principles and Guidelines set out in The Sustainable Development Act. Sustainable development initiatives undertaken within the operation of the department's programs are: minimizing waste through the efficient use of office supplies and recycling; increased utilization of the internet to communicate and disseminate information to our internal and external clients; delivery of a variety of workshops, seminars, business counselling sessions and research assistance suitable for use by businesses involved with the production/delivery of environmental products and services; and participation on various sustainable development committees and working groups such as the Code of Practice; Financial Management and Sustainability Reporting teams.

The department will continue to undertake initiatives and strategic planning that will contribute to the success of Manitoba business expansion, job growth and investment.

Respectfully submitted,

Hugh Eliasson
Deputy Minister of
Competitiveness and Training

Respectfully submitted,

Diane Gray
Deputy Minister of
Federal-Provincial and International Relations
Deputy Minister of Trade

Manitoba

Compétitivité, Formation professionnelle et Commerce

Deputy Minister
Legislative Building, Winnipeg, MB, R3C 0V8
www.gov.mb.ca

Monsieur Jim Rondeau
Ministre de la Compétitivité, de la Formation professionnelle et du Commerce
Palais législatif, bureau 358
Winnipeg (Manitoba)

Monsieur le ministre,

Nous avons l'honneur de vous présenter le rapport annuel du ministère de la Compétitivité, de la Formation professionnelle et du Commerce pour la période du 1er avril 2006 au 31 mars 2007.

Le ministère de la Compétitivité, de la Formation professionnelle et du Commerce a été créé en septembre 2006 à la suite d'une réorganisation gouvernementale. À cette occasion, le Programme de Développement économique a été transféré de l'ancien ministère de l'Industrie, du Développement économique et des Mines. De plus, la Division de la formation professionnelle et de l'éducation permanente a été transférée de l'ancien ministère de l'Enseignement postsecondaire et de la Formation professionnelle, tout comme la Division des relations fédérales-provinciales et du commerce l'a été de l'ancien ministère des Affaires intergouvernementales et du commerce. La Division des ressources minières a été transférée au nouveau ministère des Sciences, de la Technologie, de l'Énergie et des Mines.

Les activités et les efforts du ministère, en collaboration avec ses partenaires du secteur, viennent appuyer notre vision pour le Manitoba, à savoir une économie concurrentielle à l'échelle internationale et assortie de la meilleure qualité de vie au monde.

Le ministère a pour mission de collaborer avec les entreprises, la population et les collectivités afin d'accroître leur capacité de réussite, d'améliorer les compétences nécessaires à leur prospérité, de mieux les faire connaître à l'échelle locale, nationale et internationale, et de favoriser un climat propice à une croissance économique durable.

Les activités ministérielles appuient les objectifs du ministère et de l'ensemble du gouvernement du Manitoba. Aussi, permettez-moi de vous présenter un bref aperçu de quelques-unes de nos réalisations qui, au cours de l'exercice 2006-2007, ont contribué à la concrétisation de notre vision pour le Manitoba. Travaillant à l'atteinte des objectifs du Manitoba, nous sommes ravis de vous communiquer certaines des réalisations de 2006-2007:

- Emploi Manitoba, par l'intermédiaire de son réseau de 17 centres d'Emploi Manitoba et ses centaines de partenariats avec les employeurs et les collectivités, a offert quelque 57 000 services d'emploi à près de 34 000 personnes, afin de les aider à se préparer à occuper un emploi, à trouver cet emploi et à le conserver. Parmi ces services, on compte une aide à plus de 10 000 clients afin qu'ils participent à des activités de développement professionnel, ce qui a enrichi considérablement l'économie et le marché de l'emploi du Manitoba.
- Emploi Manitoba a aidé directement 11 000 employeurs manitobains à répondre à leurs besoins en main-d'œuvre par le truchement d'une variété de services liés au marché de l'emploi, notamment l'affichage de 37 000 offres d'emploi sur le site Guichet emplois de Service Canada. En outre, par l'intermédiaire du Programme favorisant le travail indépendant, plus de 500 personnes ont reçu une formation en entreprenariat ainsi que du soutien pour créer leur propre entreprise.

- Emploi Manitoba a mis sur pied et gère le Service d'offre d'emplois pour le projet d'agrandissement du canal de dérivation de la rivière Rouge ainsi que le projet de la centrale hydroélectrique de Wuskwatim. Ce service met en relation les ouvriers qualifiés et les employeurs à la recherche de main-d'œuvre dans le cadre de ces projets. Plus de 4 000 chercheurs d'emploi se sont inscrits au Service d'offre d'emplois depuis sa création, en juin 2005.
- Le ministère appuie 14 conseils sectoriels représentant plus de 185 000 travailleurs (34 % de la main-d'œuvre) et plus de 500 employeurs. Ce partenariat a permis d'offrir une formation à plus de 12 000 travailleurs, soit une augmentation de 65 % par rapport à 1999-2000 et une augmentation annuelle moyenne de 15 %.
- Ces conseils sectoriels ont permis au Manitoba de se placer à l'avant-garde en matière de formation novatrice, de développement de la main-d'œuvre et de croissance industrielle, en favorisant la création de programmes collégiaux et universitaires qui répondent aux besoins de l'industrie et qui prévoient l'élaboration de stratégies favorisant l'inclusion des Autochtones et des immigrants, la mise en œuvre de programmes de développement professionnel et de formation au leadership, tout en fournissant une information à jour sur le marché de l'emploi.
- Le projet Hydro Northern Training and Employment prépare les Autochtones du Nord du Manitoba à développer leurs compétences afin de pouvoir occuper des emplois dans le cadre de projets d'aménagement hydroélectrique annoncés et prévus, ainsi que des emplois connexes.
- Depuis 2001-2002, 1 278 personnes ont participé à plus de 2 900 activités préparatoires à l'emploi, à des cours et des activités de formation technique, ou ont acquis une expérience de travail connexe. Actuellement, 183 d'entre elles occupent un emploi.
- On a observé une augmentation des ressources locales en matière de planification et de gestion de la formation grâce au développement professionnel du personnel en place dans des domaines tels que la gestion, le conseil, l'informatique, la comptabilité et la gestion de projet.
- Un autre développement important se situe dans l'augmentation de l'offre de cours et de formation dans le Nord (par exemple, le centre d'emploi et de formation Atoskiwin à Nelson House, le centre de formation de Split Lake, le York Factory Learning Institute et le centre de formation de Fox Lake).
- Au 1er avril 2007, au cours de l'exercice 2006-2007, 1 962 nouveaux apprentis s'étaient inscrits à des activités de formation; à cette même date, on comptait environ 5 850 apprentis actifs inscrits au régime d'apprentissage. Cela représente une augmentation de 18 % par rapport à 2005-2006 et de 58 % par rapport à 1999-2000, année de référence de la Division. Au 1er avril 2007, le nombre d'apprentis qui avaient suivi une formation technique au cours de 2006-2007 était de 3 035, soit une augmentation de 17 % comparativement à 2005-2006.
- Le Centre de services aux entreprises Canada-Manitoba (CSEC/M) a répondu à environ 36 000 demandes de renseignements commerciaux et questions connexes et a offert, directement ou en partenariat, 222 ateliers et séminaires portant sur les affaires et l'entreprenariat, et ce, à quelque 2 500 participants. Les conseillers de la Direction du développement des petites entreprises ont répondu à près de 4 600 clients au cours de l'année.
- On a assisté à la création du réseau d'apprentissage en ligne du Manitoba, dont le CSEC/M est un partenaire clé. Le réseau consiste en une unité centrale de vidéoconférence comprenant 16 points d'accès situés un peu partout dans la province. Plus de 53 séminaires portant sur les affaires ont été diffusés à 435 participants répartis dans l'ensemble de la province.
- Le programme Lancement d'entreprises a été bonifié au cours de l'année; la limite de garantie de prêt est passée de 10 000 $ à 20 000 $, l'apport de capitaux du demandeur est passé de 100 % à 40 % du montant du prêt demandé, et les entreprises exploitées à temps partiel y sont maintenant admissibles.
- Depuis sa création, le programme Lancement d'entreprises a aidé 948 nouvelles entreprises, grâce à un investissement estimé à 19 M$ et a permis la création de quelque 2 400 nouveaux emplois.
- Près de 680 personnes ont participé aux 27 ateliers de trois jours du programme Lancement d'entreprises, tenus un peu partout dans la province, dont sept dans des régions rurales. Des ateliers du programme Lancement d'entreprises ont eu lieu à Winnipeg, à Brandon, à Altona, à Dauphin, à Morden, à Portage La Prairie ainsi qu'à Swan River.

- Le ministère continue à marquer des progrès dans la prestation de services en français à sa clientèle francophone. Emploi Manitoba, qui offre des services bilingues dans nombre de ses centres, a ajouté à ces services en embauchant une personne bilingue à son centre de Beausejour. Emploi Manitoba poursuit son objectif pour 2010, soit d'offrir des services bilingues dans toutes les régions rurales de la province. La Direction du développement des petites entreprises a mis sur pied et offert des ateliers et des séminaires en français, dont l'atelier de trois jours du programme Lancement d'entreprises au centre de services bilingues de Saint-Boniface.
- La collaboration s'est poursuivie avec les différents secteurs industriels du Manitoba, dans le but de favoriser l'expansion grâce à de nouvelles occasions d'affaires et l'adoption de nouvelles technologies. De nombreux secteurs ont continué à subir des pressions liées à la valeur croissante du dollar canadien ainsi qu'à l'intensification de la concurrence étrangère.
- Le Composites Innovation Centre (CIC) au Smart Park a continué d'appuyer un bon nombre de nos industries en matière de développement de matériaux composites légers à haute résistance, qui de nos jours sont essentiels pour les futurs produits liés aux véhicules à faible consommation de carburant, aux infrastructures civiles ainsi qu'à une variété d'autres applications en fabrication et en construction. Depuis sa création, le CIC a étudié 111 projets; 33 d'entre eux ont été menés à bien et 52 sont en cours de réalisation ou font l'objet d'un examen plus approfondi.
- Le Vehicle Technology Center (VTC), auquel les Services d'experts-conseils fournissent du personnel et du soutien à l'infrastructure, a poursuivi ses activités en appuyant plusieurs projets. Un programme de développement pour les fabricants d'équipement a reçu une approbation officielle et un financement. Ce programme vise à fournir certains incitatifs financiers aux fabricants d'équipement, afin qu'ils établissent des partenariats avec leurs fournisseurs, pour mettre au point des produits et services de haute technologie. Parmi les projets qui ont été approuvés, certains prévoient des améliorations importantes dans la fabrication des composants composites ainsi qu'un programme complet visant l'amélioration de l'intérieur des autobus de transport en commun.
- Les Services d'experts-conseils de l'industrie ont continué de collaborer avec plusieurs partenaires et parties intéressées, dans le cadre de la mise en œuvre de l'Initiative de fabrication avancée, d'une durée de trois ans et disposant d'un budget de 4 M$. L'Initiative a pour objectif d'aider les fabricants locaux à adopter les méthodes de fabrication et les technologies les plus avancées, de manière à accroître leur compétitivité. Depuis son lancement, en 2005, l'Initiative de fabrication avancée a permis, à grande échelle, de distribuer des documents promotionnels et d'offrir des consultations et des programmes de formation axés sur les principes de la production allégée. Les programmes de l'Initiative ont permis à plusieurs entreprises d'améliorer considérablement leur productivité.
- De plus, dans le cadre de l'Initiative, l'industrie a mis au point le nouveau Manufacturing Sector Economic Development Plan (MSEDP), axé sur la compétitivité à long terme du secteur. Le MSEDP a été annoncé publiquement en décembre 2006, et la planification en vue de son déploiement initial est en cours.
- Le ministère a commencé à déployer l'initiative provinciale de guichet unique pour les entreprises, qui vise à regrouper les services aux entreprises, afin qu'ils soient facilement accessibles en ligne, en personne ou par téléphone.
- Le ministère a appuyé la mise sur pied du MSEDP, créé par l'industrie et d'autres parties intéressées dans le but d'affronter les grands défis concurrentiels présents dans le secteur de la fabrication au Manitoba.
- Le Programme Candidats du Manitoba pour les gens d'affaires a reçu 229 demandes d'immigration de la part de gens d'affaires et a sélectionné 121 de ces candidats pour immigrer au Manitoba. Depuis 2001, l'arrivée et l'établissement continus au Manitoba de ces néo-Canadiens se sont traduits par la création de 155 nouvelles entreprises (dont 41 entreprises agricoles ou entreprises connexes), ce qui représente un investissement direct supérieur à 76 M$.

- Le total des exportations manitobaines a augmenté de 12,3 % par rapport à l'année précédente. En 2006-2007, 125 entreprises manitobaines ont déclaré être de nouveaux exportateurs ou avoir exporté sur de nouveaux marchés. La mission commerciale de décembre 2006, en Californie, était à ce jour la plus importante menée par le Manitoba en Amérique du Nord. Elle comptait 45 représentants d'entreprises.
- L'an dernier, malgré la forte concurrence dans le secteur de l'éducation, on a enregistré au Manitoba une augmentation de 10 % du nombre d'inscriptions d'étudiants étrangers. En calculant les frais de scolarité, l'hébergement et les frais de subsistance, les retombées économiques actuelles liées à la présence de ces étudiants se situent, selon des estimations prudentes, à plus de 55 M$.
- En mai 2006, le Manitoba a été l'hôte de la Conférence des premiers ministres de l'Ouest, qui a réuni les premiers ministres des provinces de l'Ouest et des territoires du Nord. Les ministres y ont discuté de questions d'intérêt commun, notamment les changements climatiques, l'Initiative de transport de l'hémisphère occidental (ITHO), ainsi que d'améliorations au processus d'approbation des médicaments anticancéreux. Le ministère a également participé à l'organisation du Sommet des leaders nord-américains, auquel ont assisté des dirigeants régionaux et d'entreprises du Canada, des États-Unis et du Mexique, ainsi que le premier ministre du Canada.
- Le ministère a assuré la coordination des commentaires officiels du Manitoba ainsi que ses efforts de promotion de ses droits dans le cadre de l'Initiative de transport de l'hémisphère occidental (ITHO). Le ministère a collaboré avec trois autres provinces et l'ambassade du Canada à Washington afin d'organiser une mission qui a réuni les premiers ministres du Manitoba, de l'Ontario et du Nouveau-Brunswick à Washington, D.C., en février 2007. La mission avait pour objectif de sensibiliser les gouverneurs, les représentants au Congrès et les membres du gouvernement des États-Unis à l'incidence qu'aura la mise en œuvre rapide de l'ITHO sur le tourisme, le commerce et les activités transfrontalières.

Le ministère appuie les principes et directives établis dans la *Loi sur le développement durable*. Dans le cadre de ses programmes, il mène les initiatives de développement durable suivantes : réduction des déchets par l'utilisation efficace des fournitures de bureau et le recyclage; utilisation accrue d'Internet pour communiquer et diffuser l'information aux clients internes et externes; divers ateliers, séminaires, séances de consultation et aide à la recherche à l'intention des entreprises participant à la production ou à la fourniture de produits et de services environnementaux; et participation à divers comités et groupes de travail sur le développement durable, comme ceux sur le code de pratique; et équipes sur la gestion financière et les rapports sur la durabilité.

Le ministère continuera d'adopter des mesures et de procéder à une planification stratégique de manière à contribuer au succès du développement des entreprises, de la croissance de l'emploi et de l'investissement minier au Manitoba.

Le tout respectueusement soumis,

Hugh Eliasson

Le tout respectueusement soumis,

Diane Gray

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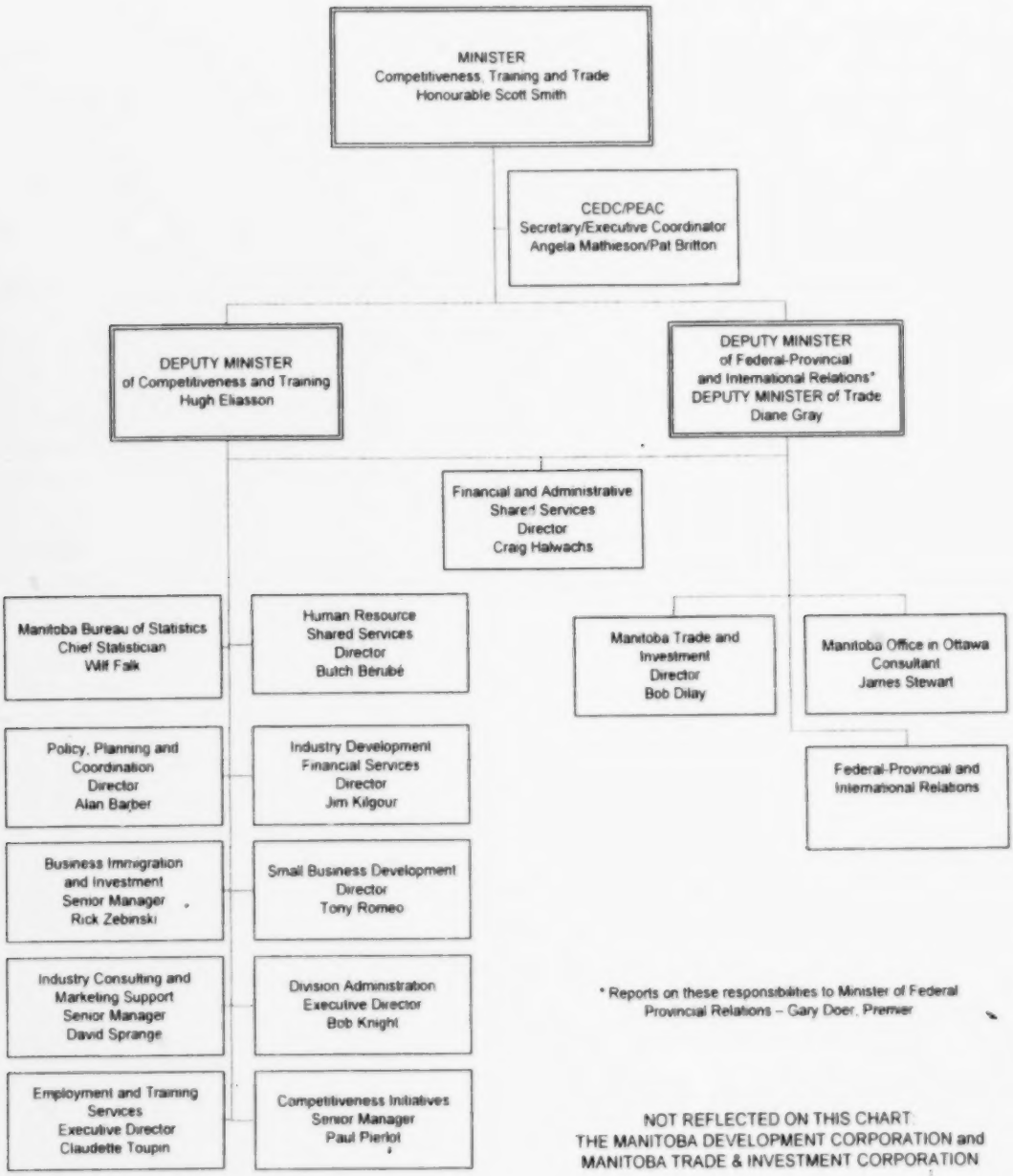
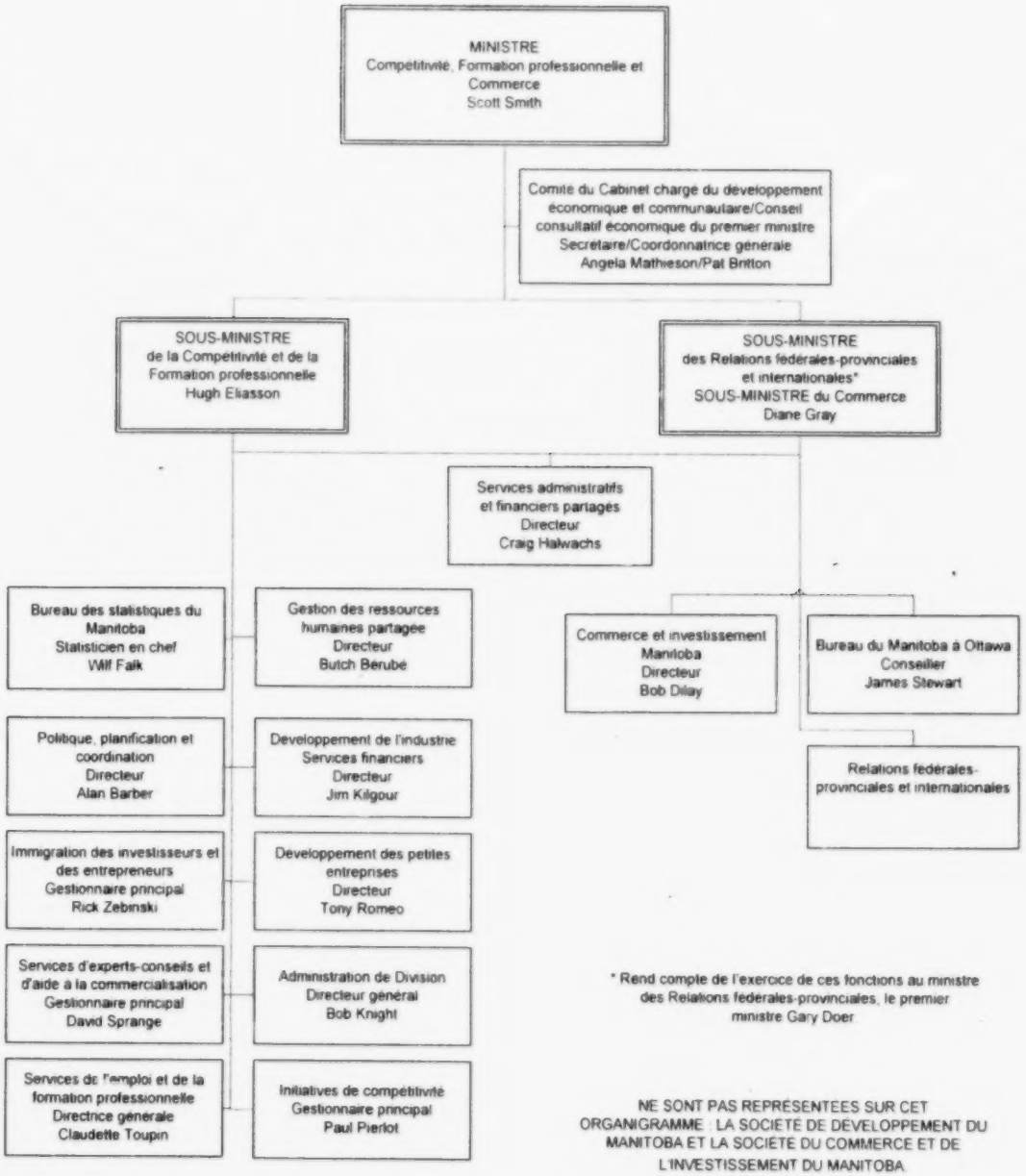
COMPETITIVENESS, TRAINING AND TRADE
ORGANIZATION CHART
AS AT MARCH 31, 2007



* Reports on these responsibilities to Minister of Federal Provincial Relations – Gary Doer, Premier

NOT REFLECTED ON THIS CHART:
THE MANITOBA DEVELOPMENT CORPORATION and
MANITOBA TRADE & INVESTMENT CORPORATION

COMPÉTITIVITÉ, FORMATION PROFESSIONNELLE ET COMMERCE
ORGANIGRAMME
AU 31 MARS 2007



* Rend compte de l'exercice de ces fonctions au ministre des Relations fédérales-provinciales, le premier ministre Gary Doer

NE SONT PAS REPRÉSENTÉES SUR CET ORGANIGRAMME : LA SOCIÉTÉ DE DÉVELOPPEMENT DU MANITOBA ET LA SOCIÉTÉ DU COMMERCE ET DE L'INVESTISSEMENT DU MANITOBA

PREFACE

REPORT STRUCTURE

The Annual Report is organized in accordance with the department's appropriation structure as at April 2006 and in the Main Estimates of Expenditure for the Province. The Report includes financial performance and variance information at the main and sub-appropriation levels and information relating to the department's objectives and results at the sub-appropriation level. The Report also includes information about associated agencies, business assistance, revenue and expenditures, a five-year comparison of expenditures and a staffing analysis.

STATUTORY RESPONSIBILITIES

The Minister of Competitiveness, Training and Trade is responsible for the following:

The Apprenticeship and Trades Qualifications Act	A 110
The Convention Centre Corporation Act (S.M. 1988-89, c. 39)	-
The Crocus Investment Fund Act (except section 11)	C 308
The Design Institute Act	D 40
The Development Corporation Act	D 60
The Education Administration Act (clause 3(1)(h), as it relates to training)	E 10
The Electronic Commerce and Information Act (except Part 5)	E 55
The Income Tax Act (sections 7.5 to 7.10)	I 10
The Labour-Sponsored Venture Capital Corporations Act [Part 2, and sections 16 to 18 as they relate to Part 2]	L 12
The Department of Labour and Immigration Act [as it applies to certain training programs]	L 20
The Liquor Control Act	L 160
The Manitoba Lotteries Corporation Act	L 210
The Private Vocational Institutions Act	P 137
The Statistics Act	S 205
The Manitoba Trade and Investment Corporation Act	T 125

As per Schedule "D", Order-In-Council 418/2006
As per Schedule "R", Order-In-Council 418/2006
As per Schedule "D", Order-In-Council 423/2006

SUSTAINABLE DEVELOPMENT

The department is committed to the Principles and Guidelines set out in The Sustainable Development Act and works to have them incorporated into departmental activities, programs and business practices.

The Principles and Guidelines of Sustainable Development are:

1. Integration of Environmental and Economic Decisions
2. Stewardship
3. Shared Responsibility and Understanding
4. Prevention
5. Conservation and Enhancement
6. Global Responsibility
7. Efficient uses of Resources
8. Public Participation
9. Access to Information
10. Integrated Decision Making and Planning
11. Waste Minimization and Substitution
12. Research and Innovation.

The Sustainable Development Procurement Goals:

13. Education, Training and Awareness
14. Pollution Prevention and Human Health Protection
15. Reduction of Fossil Fuel Emissions
16. Resource Conservation
17. Community Economic Development

ORGANIZATION

The department's 2006/07 organization structure is illustrated in the Organization Chart, page i. The Vision, Mission, Critical Priorities, roles, responsibilities and staffing are outlined in the following information.

ROLE AND MISSION

The Vision of Competitiveness, Training and Trade is: ***An internationally competitive economy, with the best quality of life in the world.***

The Mission of Manitoba Competitiveness, Training and Trade is to work collaboratively with businesses, people and communities to:

- increase their capacity to succeed;
- enhance the competencies they need to prosper;
- raise their profiles, locally, nationally and internationally;
- foster an environment that supports sustainable economic growth;
- advocate for Manitoba at the International level; and
- promote intergovernmental relationships and strategic partnershipis between the private sector and non-government organizations.

CRITICAL PRIORITIES

In pursuit of the vision the department has identified the following Critical Priorities:

- productivity and competitiveness;
- international economic opportunities;
- community capacity;
- sustainable resource development (Stewardship).

Productivity and Competitiveness

- *Create an environment in which:*
  - companies have the will, capacity and competencies to continually invest in more efficient and innovative production techniques; and
  - the labour force is willing and able to participate in the opportunities that are provided.

International Economic Opportunities

- *Create an environment in which:*
  - companies understand and embrace the importance of being internationally competitive; and
  - companies have the will, capacity and competencies to do so.

Community Capacity

- identify communities that require support to plan and grow local economic initiatives;
- create an environment in which they have the capacity and competencies to be able to control their own economic goals and success.

Sustainable Resource Development (Stewardship)

- create an environment in which organizations have the will, capacity and competencies to incorporate sustainable development principles into their economic decision making.

Guiding Principles (re: management practices)

Collaboration: with our clients; our partners; other levels of government; and between Manitoba government departments and colleagues.

Proactivity: thinking strategically; planning and taking the right steps to create the environment we seek, planning together, involving the right people from the start.

Responsiveness: assessing the impact of events and changing economic circumstances; acting quickly to coordinate effective responses; and remaining in line with our Vision and Mission.

Fiscal Restraint: innovative and effective use of available resources; creative thinking and working together to get best use of resources; and targeting available resources strategically in line with our Vision and Mission

Confidential Cooperative Economic Approach: strategic partnerships with businesses, communities and people; seek to understand clients' needs rather than impose solutions; consider specifically the needs of Aboriginal communities; and decisions/actions that promote inclusivity, equity and sustainable development.

In order to achieve the mission, the department is organized in five divisions:

THE ADMINISTRATION AND FINANCE DIVISION provides support for the operation of the offices of the Minister and Deputy Minister; provides central financial, administrative, human resource and computer support services to the departments of Competitiveness, Training and Trade and Science, Technology, Energy and Mines; provides policy support in trade and economic development to the department and across government; co-ordinates and supports departmental strategic and business planning and knowledge management initiatives; and co-ordinates the economic and labour force statistical system to adapt to the changing policy and program requirements of the Manitoba government and Crown agencies.

THE BUSINESS SERVICES DIVISION provides or facilitates businesses' access to capital to spur the establishment and expansion of enterprises to improve the economic status of Manitoba; provides sector expertise to businesses in the areas of marketing, technology business development and management; provides department-wide marketing support and development of promotional products; co-ordinates and delivers a range of services for the enhancement and growth of Manitoba's entrepreneurial and small business community; and increases inward investment to attract businesses and business people to Manitoba through general promotion, business or company recruitment, and entrepreneur recruitment.

THE TRAINING AND CONTINUING EDUCATION DIVISION delivers programs to create opportunities and to develop a skilled and adaptable workforce that supports the Province's social and economic goals. On September 21, 2006, the TCE Division was transferred from the Department of Advanced Education and Training to the Department of Competitiveness, Training and Trade to enhance linkages between industry workforce training and employment programs. TCE is committed to: ensuring the accessibility and delivery of skills development opportunities to all Manitobans that are responsive to and aligned with the labour market; assisting Manitobans to find and sustain employment; working with business and industry to build the human resource capacity to be productive and competitive; providing programs and services that facilitate smooth transition and advancement opportunities; developing a workforce that is representative of the population; and working in partnership with other government departments, our stakeholders, and our clients.

COMMUNITY AND ECONOMIC DEVELOPMENT provides analytical expertise and administrative support to the Community Economic Development Committee of Cabinet; co-ordinates all major government initiatives relating to community and economic development in the province; provides advice and support in the on-going development of Manitoba's economic strategy including identifying priorities, solicits community input and assists in formulating policy and recommendations.

THE TRADE AND FEDERAL-PROVINCIAL AND INTERNATIONAL RELATIONS DIVISION is the branches of: Federal-Provincial Relations, Canada-U.S. and International Relations, International Education, Protocol, Manitoba Trade and Investment and Manitoba's Ottawa Office. In addition, the policy coordination unit of Competitiveness, Training and Trade provides lead support on internal trade and trade policy matters. The core business of the Federal-Provincial and International Relations and Trade Division is relationship-building, in particular, strengthening strategic relationships with respect to intergovernmental, international and trade and investment activities with: federal/provincial/territorial governments in Canada; governments in the United States and other international jurisdictions; educational institutions in Manitoba and internationally; the diplomatic community in Canada and abroad; and the business community in Manitoba and external markets.

AVANT-PROPOS

STRUCTURE DU RAPPORT

La présentation du rapport annuel reflète la structure des crédits du ministère en avril 2006 et celle du Budget des dépenses de la Province.

RESPONSABILITÉS LÉGISLATIVES

Le ministère de la Compétitivité, de la Formation professionnelle et du Commerce veille à l'application des lois suivantes :

Loi sur l'apprentissage et la qualification professionnelle	A 110
Loi sur la Corporation du Centre des congrès (L.M. 1988-89, c. 39)	-
Loi sur le Fonds de placement Crocus (exception faite de l'article 11)	C 308
Loi sur l'Institut de design	D 40
Loi sur la Société de développement	D 60
Loi sur l'administration scolaire [alinéa 3(1)h), en ce qui touche la formation professionnelle]	E 10
Loi sur le commerce et l'information électroniques (exception faite de la Partie 5)	E 55
Loi de l'impôt sur le revenu (articles 7.5 à 7.10)	I 10
Loi sur les corporations à capital de risque de travailleurs (Partie 2, et les articles 16 à 18 en ce qui touche la Partie 2)	L 12
Loi sur le ministère du Travail et de l'Immigration (en ce qui touche certains programmes de formation professionnelle)	L 20
Loi sur la réglementation des alcools	L 160
Loi sur la Corporation manitobaine des loteries	L 210
Loi sur les établissements d'enseignement professionnel privés	P 137
Loi sur les statistiques	S 205
Loi sur la Société du commerce et de l'investissement du Manitoba	T 125

Selon l'annexe « D » du décret 418/2006
Selon l'annexe « R » du décret 418/2006
Selon l'annexe « D » du décret 423/2006

DÉVELOPPEMENT DURABLE

Le ministère s'est engagé à l'égard des principes et directives établis dans la *Loi sur le développement durable* et travaux pour les faire incorporer aux activités départementales, programmes et pratiques.

Principes et directives de développement durable :

1. Intégration des décisions économiques et environnementales
2. Supervision de la gestion de l'environnement
3. Responsabilité partagée et compréhension
4. Prévention
5. Conservation et promotion
6. Responsabilité planétaire
7. Utilisation efficace des ressources
8. Participation du public
9. Accès à l'information
10. Planification et prise de décision intégrées
11. Réduction des déchets et substitution
12. Recherche et innovation

Objectifs de développement durable en matière d'approvisionnement :

13. Éducation, formation et sensibilisation
14. Prévention de la pollution et protection de la santé
15. Réduction des émissions des combustibles fossiles
16. Conservation des ressources
17. Développement économique des communautés

ORGANISATION

L'organigramme qui se trouve à la page i reflète la structure organisationnelle du ministère pendant l'exercice 2006-2007. L'information qui suit porte sur la vision, la mission, les priorités critiques, le rôle et les responsabilités du ministère ainsi que sur sa dotation en personnel.

RÔLE ET MISSION

La vision du ministère de l'Industrie, du Développement économique et des Mines est la suivante : ***une économie concurrentielle à l'échelle internationale assortie de la meilleure qualité de vie du monde.***

La mission d'Industrie, Développement économique et Mines est de collaborer avec les entreprises, la population et les collectivités aux fins suivantes :

- accroître leur capacité de réussite;
- rehausser les compétences nécessaires à leur prospérité;
- rehausser leur image à l'échelle locale, nationale et internationale; et
- favoriser l'établissement d'un milieu propice à la croissance durable de l'économie.
- défendre la cause du Manitoba sur la scène internationale;
- favoriser les relations intergouvernementales et les partenariats stratégiques entre le secteur privé et les organisations non gouvernementales.

PRIORITÉS CRITIQUES

Pour mettre sa vision en pratique, le ministère a cerné les priorités critiques suivantes :

- productivité et compétitivité;
- débouchés économiques internationaux;
- capacité collective;
- développement durable des ressources (gouvernance).

Productivité et compétitivité

- *Créer un environnement dans lequel :*
- les entreprises ont la volonté, la capacité et les compétences nécessaires pour investir continuellement dans des techniques de production plus efficaces et novatrices;
- la main-d'œuvre est prête à participer aux débouchés offerts et elle est capable de le faire.

Débouchés économiques internationaux

- *Créer un environnement dans lequel :*
- les entreprises comprennent et acceptent l'importance de la compétitivité internationale;
- les entreprises ont la volonté, la capacité et les compétences nécessaires pour ce faire.

Capacité collective

- Cerner les collectivités qui ont besoin de soutien pour planifier et faire naître des initiatives économiques locales;
- créer un environnement dans lequel elles ont la possibilité et la capacité de maîtriser leurs propres objectifs et succès économiques.

Développement durable des ressources (gouvernance)

- Créer un environnement dans lequel les organismes ont la volonté, la capacité et les compétences nécessaires pour intégrer les principes de développement durable à leur processus de prise de décision économique.

Principes directeurs (i.e. : pratiques de gestion)

Collaboration : avec nos clients, nos partenaires, les autres ordres de gouvernement et entre les ministères et les collègues provinciaux.

Proactivité : pensée stratégique; planification et adoption des mesures nécessaires pour créer l'environnement recherché; planification collective et intégration des bonnes personnes dès le départ.

Réceptivité : évaluation de l'incidence de situations et de conditions économiques changeantes; réaction rapide en vue de coordonner des réponses efficaces; conformité à la vision et à la mission.

Compressions budgétaires : utilisation novatrice et efficace des ressources disponibles; pensée créatrice et collaboration pour l'utilisation optimale des ressources; ciblage stratégique des ressources disponibles conformément à la vision et à la mission.

Approche économique coopérative : partenariats stratégiques avec les entreprises, les collectivités et la population; compréhension des besoins des clients plutôt qu'imposition de solutions; attention particulière aux besoins des collectivités autochtones; décisions ou actions qui favorisent l'inclusion, l'équité et le développement durable.

Pour mener à bien sa mission, le ministère est organisé en cinq divisions :

DIVISION DE L'ADMINISTRATION ET DES FINANCES : offre un appui au bon fonctionnement du bureau du ministre et du bureau du sous-ministre. Elle fournit des services centralisés de gestion financière et administrative, de gestion des ressources humaines et de soutien informatique au ministère de la Compétitivité, de la Formation professionnelle et du Commerce ainsi qu'au ministère des Sciences, de la Technologie, de l'Énergie et des Mines. La Division fournit également un soutien stratégique au ministère et à l'ensemble du gouvernement dans les domaines du commerce et du développement économique. Elle coordonne et soutient les initiatives de planification stratégique et commerciale du ministère ainsi que ses initiatives de gestion du savoir. Elle coordonne les statistiques dans les secteurs de l'économie et de la main-d'œuvre afin de permettre l'adaptation aux nouvelles directives et aux nouveaux programmes du gouvernement et des organismes d'État du Manitoba.

DIVISION DU SERVICE D'AIDE À L'ENTREPRISE : offre un soutien financier aux entreprises ou leur facilite l'accès aux capitaux de création ou d'expansion des entreprises, dans le but d'améliorer la situation économique du Manitoba; offre une expertise aux entreprises dans les domaines de la commercialisation, de la technologie et du développement et de la gestion des entreprises; offre au ministère un soutien à la commercialisation et un service d'élaboration de produits promotionnels; coordonne et met en œuvre toute une gamme de services visant à favoriser la croissance des petites entreprises et du secteur de l'entrepreneuriat en général au Manitoba; augmente les investissements locaux afin d'attirer des entreprises et des gens d'affaires au Manitoba à l'aide d'une promotion générale et du recrutement d'entreprises et d'entrepreneurs.

DIVISION DE LA FORMATION PROFESSIONNELLE ET DE L'ÉDUCATION PERMANENTE : propose des programmes visant à créer des possibilités de perfectionnement ainsi qu'une main-d'œuvre qualifiée et adaptable répondant aux objectifs sociaux et économiques de la province. Le 21 septembre 2006, la Division de la formation professionnelle et de l'éducation permanente, qui relevait jusqu'alors d'Enseignement postsecondaire et Formation professionnelle Manitoba, a été transférée au ministère de la Compétitivité, de la Formation professionnelle et du Commerce, afin de renforcer les liens entre la formation de la main-d'œuvre du secteur industriel et les programmes d'emploi. La Division s'engage à faire en sorte que tous les Manitobains et Manitobaines aient accès à des possibilités de perfectionnement professionnel axées sur les besoins du marché du travail; à aider les Manitobains et Manitobaines à trouver et à garder un emploi; à travailler avec les entreprises et l'industrie pour que notre capacité en ressources humaines soit à la fois productive et concurrentielle; à offrir des programmes et des services facilitant une transition en douceur et des possibilités d'avancement; à créer une main-d'œuvre à l'image de la population; et à œuvrer de concert avec d'autres ministères du gouvernement, les intervenants et nos clients.

DIVISION DU DÉVELOPPEMENT ÉCONOMIQUE ET COMMUNAUTAIRE : fournit un service d'analyse et de soutien administratif au Comité du Cabinet chargé du développement économique et communautaire; coordonne les principales initiatives du gouvernement ayant trait au développement communautaire et économique dans la province; apporte conseils et appui au développement permanent de la stratégie économique du Manitoba, notamment en établissant des priorités, en sollicitant l'opinion de la collectivité et en aidant à la formulation de la politique et des recommandations.

DIVISION DU COMMERCE ET DES RELATIONS FÉDÉRALES-PROVINCIALES ET INTERNATIONALES : regroupe les directions des relations fédérales-provinciales, des relations canado-américaines et internationales, de l'éducation internationale, du protocole, du commerce et de l'investissement du Manitoba, et du Bureau du Manitoba à Ottawa. De plus, le service de coordination des politiques de Compétitivité, Formation professionnelle et Commerce Manitoba apporte une aide de premier plan pour les questions de commerce intérieur et de politique commerciale. L'activité essentielle de la Division est la création et le renforcement de liens, en particulier de relations stratégiques en matière

d'activités intergouvernementales et internationales ainsi que de commerce et d'investissement, et cela avec : les gouvernements fédéral, provinciaux et tefritoriaux du Canada, les administrations publiques aux États-Unis et dans d'autres pays, les établissements d'enseignement au Manitoba et dans le monde, les milieux diplomatiques au Canada et à l'étranger, le monde des affaires au Manitoba, et les marchés extérieurs.

ADMINISTRATION AND FINANCE

MINISTER'S SALARY AND EXECUTIVE SUPPORT

The Administration and Finance Division comprises the Executive Support Offices, Financial and Administrative Services, Policy, Planning and Coordination, and Manitoba Bureau of Statistics.

EXECUTIVE SUPPORT

Executive Support includes the Offices of the Minister and Deputy Minister. The Minister provides leadership and direction to ensure the goals and objectives of the department are accomplished. The Office of the Deputy Minister provides the Minister with advice and information regarding issues and matters of concern to the department. Executive Support is responsible for providing the department with policy direction and the overall planning and co-ordination of departmental activities.

10-1(a) Minister's Salary

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Minister's Salary	30.3	1.00	30.4	(0.1)	
Total Expenditures	**30.3**	**1.00**	**30.4**	**(0.1)**	

10-1(b) Executive Support

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	481.2	8.00	477.4	3.8	
Total Other Expenditures	78.7		80.5	(1.8)	
Total Expenditures	**559.9**	**8.00**	**557.9**	**2.0**	

FINANCIAL AND ADMINISTRATIVE SERVICES

Financial and Administrative Services is comprised of three primary components; Finance and Administration, Information Technology and Human Resource Services. The branch provides shared Financial and Administrative and Information Technology services to the departments of Competitiveness, Training and Trade and Science, Technology, Energy and Mines. Human Resource (HR) staff that support Competitiveness Training and Trade are part of the consolidated HR unit that also services the Departments of Advanced Education and Literacy, Education Citizenship and Youth and Labour and Immigration.

OBJECTIVES

The objectives of Financial and Administrative Services are to: provide leadership, program direction and operational coordination to support department activities; to provide high quality, timely and customer responsive administrative, financial management, information technology and human resource service; develop and administer appropriate administrative and financial standards, policies and procedures; and to develop and maintain appropriate reporting systems to provide timely and accurate decision-making information to senior management in the departments and in central agencies through a centralized support service.

ACTIVITIES/RESULTS

Finance and Administration supports the mission and goals of the Department by:

- Processing payments and receipts;
- Providing computer business application development and support services;
- Administering and coordinating the Department's parking and pool vehicle programs;
- Providing for physical accommodations;
- Providing advisory and specialized accounting and financial management services to departmental personnel and related entities;
- Coordinating French Language services;
- Supervising the Freedom of Information and Protection of Privacy Act;
- Managing the department's records management program and
- Providing timely, accurate and relevant information to departmental and central agency decision-makers including budgetary, cash flow and year end reporting.

Human Resource Services that supports Competitiveness, Training and Trade and Manitoba Gaming Control Commission are part of the consolidated HR unit that also provide comprehensive human resource services to a consolidated cluster of departments including Education, Citizenship and Youth, Advanced Education and Literacy, Labour and Immigration, as well as two Special Operating Agencies. Specific activities of Human Resource Services during 2006-07 included:

- Providing services in the areas of recruitment and selection, classification, employee relations, staff development, personnel documentation, employment equity/diversity, pay administration, performance management.
- Co-ordinating Workplace Safety and Health Programs and policies for the departments in compliance with The Workplace Safety and Health Act and its regulations.

- Providing training, advice, direction, and co-ordination of Human Resource information to managers and employees within departments, programs, branches, and special operating agencies, consistent with Government policies and initiatives.

- Implementing human resource renewal activities for the departments as identified by the Human Resource Renewal Authority and Departmental Renewal Committees.

- Employment Equity Human Resource Strategies are developed and reviewed on an ongoing basis.

- Departmental staffing and classification requirements are met in a timely and efficient manner, in compliance with The Civil Service Act and all other relevant acts, Government policies, procedures and priorities, and the Government Employees' Master Agreement.

- Ensuring all employees within the consolidated Human Resource Sector are paid in accordance with Central Payroll procedures, collective agreements, Civil Service Regulations and pay-related legislation.

- Departmental staffing controls and processes follow central Government policies and directives.

- Implementation of departmental renewal activities as identified by the Renewal Authority and by Departmental Renewal Committees. Human Resources co-chairs the Departmental Renewal Committee to ensure that the departments take full advantage of renewal opportunities and that the departments' renewal requirements are voiced at the Renewal Authority meetings.

- Conflict and/or potential conflict between management and staff is identified and resolved in a timely manner consistent with the operational requirements of the departments and the provisions of collective agreements, the Civil Service Regulations, and all applicable legislation.

- Development of strategic human resource plans in conjunction with departmental management.

- Development of workplace safety and health programs and policies for the departments, and ensure compliance with the requirements under The Workplace Safety and Health Act and its regulations.

Computer Services provides the department with information technology support services including: computer systems design and implementation; equipment evaluation and acquisition (outside the Desktop Refresh); user education and assistance (outside the standard suite); and implementation of government wide initiatives adherence to guidelines and standards.

Computer Services activities undertaken for CTT/STEM during the year included:

- BizPal
  - A new eService for business and residents of MB
  - Enables easy access to all licenses and permits whether Federal/ Provincial or municipal in 4 jurisdictions and across 100 business types.
  - Identified within the government throne speech as an important NEW service to Manitobans and was nominated for a Government of Manitoba Quality Service Excellence Award
  - Implementation team included groups from Service Transform and IT resources from the department
  - The implementation of BizPal continues in FY 2007/08 with the inclusion of Brandon and Winnipeg as key partners in this exercise to reduce red tape.
  - Coverage will be expanded over the next few years to include more provincial licenses and permits, more communities and more business types.

- Online submitable forms thru a central government of MB eForms gateway
  - Another new eService for business of MB
  - The service and gateway enables business on a few selected forms to print and submit forms online
  - The service will be expanded in FY 2007/08 to include more forms and more functionality

- Synchronization of employee info between several key government databases to
  - Improve internal efficiencies
  - Reduce administrative costs

- Developed the RFP for the second phase of the Mines Branch Information System for Business Requirements and System Development. Due to Government's SAP First Policy, the Mines Branch RFP went through a SAP scoping and review process. The Mines Branch staff participated in a workshop with SAP consultants to confirm requirements. A SAP Mines Branch Solution Map and a Mines Branch SAP Scoping documents were produced.

- Migrated the following Database Systems hosted internally to servers maintained by Advanced Education and Training as part of the Server Consolidation Project.
  - Mining Recording Information System
  - Work Commitment System
  - Stratigraphic Database System

- Developed and implemented an internet web based system that allows petroleum producing companies to submit well test information using a secure online web form.

- The Computer Services section was involved with activities of ICT Restructuring and Transitioning Project, such as development of the new IT organization, identification of departmental application systems and transition readiness.

- Implemented mobile GIS strategy by acquiring the necessary GIS software and Palm PDAs.

- Developed a partnership with Water Stewardship on the Watershed project to work collaboratively to setup a GIS infrastructure for both departments.

10-1(c) Financial and Administrative Services

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	1,410.8	16.00	1,307.2	103.6	
Total Other Expenditures	294.3		324.6	(30.3)	
Total Computer Services	53.5		108.3	(54.8)	
Less: Recoverable from Energy, Science and Technology	(150.0)		(150.0)	-	
Total Expenditures	**1,608.6**	**16.00**	**1,590.1**	**18.5**	

POLICY, PLANNING AND COORDINATION

OBJECTIVES

Policy, Planning and Coordination's objective is to provide analytical, advisory and research support services to the Minister, Cabinet and other provincial departments and agencies. This includes undertaking analysis of trade, labour market and economic policy issues, providing critical information and working closely with other partners to promote economic development in Manitoba. The Branch's Labour Market Information Unit provides labour market analysis to support program and policy development in government departments involved in education and training and co-ordinates, develops and disseminates labour market information directly to the public to support service delivery within the Department.

ACTIVITIES/RESULTS

The Branch manages the ongoing implementation of the Agreement on Internal Trade in Manitoba. Efforts in this area include: supporting the Minister's participation as a member of the Ministerial Committee on Internal Trade; serving as Manitoba's Internal Trade Representative; co-ordinating the government-wide participation in the Agreement; direct responsibility for the ongoing implementation of the Labour Mobility Chapter and monitoring and participating in disputes arising under the Agreement. Policy, Planning and Coordination supports the Premiers of Manitoba and New Brunswick in their role as co-leaders of this Council of the Federation initiative as well as coordinating and reporting Manitoba's activities pursuant to the Council of the Federation's Internal Trade Workplan.

As lead provincial agent for international trade policy, the Branch develops provincial policy for implementation of international trade agreements such as the North American Free Trade Agreement (NAFTA) and the World Trade Organization (WTO). The Branch also works to ensure that Manitoba priorities and concerns are reflected in new trade negotiations through consultations with key stakeholders.

The Branch provides support for ministerial meetings and conferences, including meetings of Ministers and Deputy Ministers responsible for International Trade, Industry and Labour Markets. The Branch also provides support to the Premier including briefings on trade, labour market and competitiveness issues for the Western Premiers' Conference, Western Governors' Meetings and the Annual Meetings of the Council of the Federation.

Activities by the Labour Market Information Unit year included: production of printed and electronic career and labour market information products such as *High Demand Occupations in Manitoba*, *Manitoba Job Futures* and *Manitoba Prospects*; internal labour market analysis and briefings, and increased access to labour market information through partnerships, websites, presentations to high school students, sector organizations, employment practitioners, employment counsellors and career symposia.

The Branch provides policy advice and support to economic development initiatives including: Federal/Provincial Pan-Western Policy development, Provincial Small Business policy service improvements, and support to Community and Aboriginal Economic Development strategic priorities.

Planning support is provided to the Department of Competitiveness, Training and Trade including: coordination and production of the department's annual strategic plan, leading the development of a departmental human resource and renewal plan, as well as provision of ministerial advisory and speaking notes on trade, labour market and economic policy issues.

The Branch represents the Government of Manitoba on the Provincial-Territorial Advisory Committee and the Trade Advisory Committee of the Standards Council of Canada. This function involves interdepartmental co-ordination to represent Manitoba's views on standards-related issues before the Council.

10-1(d) Policy, Planning and Coordination

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	757.3	10.00	735.7	21.6	
Total Other Expenditures	174.5		222.1	(47.6)	
Total Expenditures	**931.8**	**10.00**	**957.8**	**(26.0)**	

MANITOBA BUREAU OF STATISTICS

OBJECTIVES

The primary role of the Manitoba Bureau of Statistics (MBS) is to serve the informational requirements of the Manitoba Government, its departments and crown agencies. Specific objectives are:

- to actively participate in and coordinate the development of the Manitoba statistical system in terms of information needs, collection, dissemination, analysis and presentation; and
- to adapt the Manitoba statistical system to address changing policy and program requirements and emerging issues.

In order to further its objective, MBS functions as the designated focal point for interface between the Province and Statistics Canada.

As the provincial central statistical agency, MBS has the following characteristics:

*Impartiality *Selective Specialization *Surveys *Coordination *Legislative Mandate

ACTIVITIES/RESULTS

The MBS strategic thrust is the provision of comprehensive information services to the Manitoba government, its agencies, the business community, and the general public. This strategy is carried out through four major areas of activity:

- responding to requests for MBS developed information; and liaison/coordination with Statistics Canada, provincial user departments/crown agencies, and with other provincial statistical agencies;
- providing common information services in order to avoid duplication of effort and costs in the areas of information collection, analysis and dissemination; and provision of relevant information to senior and executive levels of government;
- undertaking information development, survey consulting/design, statistical consulting, economic impact assessments, information processing, web-based information dissemination systems development, and adequacy of surveys; and
- administrating the Bureau of Statistics and The Statistics Act (Chapter S205).

MBS is a service-driven agency. Selected activities and achievements are as follows:

Economic Accounts – MBS maintained an economic accounts framework for the Manitoba economy. These annual accounts measured the overall performance of the provincial economy, with additional detail about principal industries and sectors. Information from the Economic Accounts is used throughout the public and private sectors in Manitoba. Preliminary economic growth estimates for 2006 were released in March 2007. MBS also maintained a historical graphical and table review of the Manitoba economy, including industrial sectors, for the years 1981-2006.

Manitoba Population Estimates and Projections – Continued liaison with Statistics Canada and other provincial and territorial statistical agencies regarding the determination of the appropriate statistical methodology to be used to determine provincial and territorial population estimates. These population estimates are of critical importance as they are used to determine Manitoba transfer payments. In January 2006, MBS released a new set of population projections for Manitoba and its regions. New Labour Force Projections, The Next Twenty Years was also finalized for release in April 2007.

Statistical Information Product Subscriptions – Departmental subscriptions to the full MBS subscription service totalled 12 (4 Manitoba government, 2 municipal government, 2 federal government and 4 business). In addition, the Legislative Library received six complete sets of MBS information products free of charge.

Key Economic Indicator Reports – These reports encompass indicators such as the Labour Force, Consumer Price Index, Population, and Investment. Relevant information is presented in both table and chart formats, and distributed on the day of release to selected Ministers and senior government officials. In addition, the "Quarterly Economic Summary", highlighting recent provincial economic developments, continued to be produced.

Statistical, Economic and Computer Consulting – Statistical, economic, computer and survey consulting services were provided to departments and crown agencies on both a "public good" basis and a cost-recovery basis (larger consulting projects). Major consulting activities have included economic impact assessment of various provincial economic initiatives for provincial departments.

Contract Surveys and Information Development – MBS designed and implemented surveys/information development projects for individual departments and crown agencies on a cost-recovery basis. Projects included Industry, Economic Development and Mines - Trade Statistics Database; and International Education Branch of Federal-Provincial and International Relations - Survey of International Students.

Information Dissemination System - MBS has continued to enhance its desktop accessible information systems (e.g. InfoNet, Infoline, Trade, and StatsBase). These systems are accessible via the new MBS Intranet web site. MBS StatsBase, which enables quick access to historical information series on a wide range of topics, is being developed as a new information resource for government.

Interdepartmental Liaison – MBS assisted individual provincial departments and crown agencies with their statistical activities and problems with the objective of avoiding duplication of effort and costs.

Federal-Provincial Liaison - Represented Manitoba's views on statistical matters to Statistics Canada including possible new methodologies to determine Manitoba's population. This activity had a significant impact on the level of federal transfer payments that Manitoba receives. MBS heavily promoted the completion of the 2006 Census questionnaire via the "Manitobans Win When You Count Yourself In" campaign. The importance of each Manitoban completing their Census form was stressed, with the potential loss in transfer payments identified for each missed person. As part of the national statistical system, MBS represents Manitoba on the Consultative Council on Statistical Policy as well as a number of other subject matter statistical committees.

Information Requests – MBS responded to inquiries for information from MBS developed databases (Economic Accounts, Investment Statistics, Trade Statistics, Business Register, Vital Statistics, Postal Code Translator File). As well, MBS responded to requests for non-MBS developed data. These information requests ranged from those requiring a single quick response to those that required the development of custom computer-generated reports.

10-1(e) Manitoba Bureau of Statistics

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	666.1	11.00	719.4	(53.3)	
Total Other Expenditures	204.8		206.3	(1.5)	
Less: Recoverable from Other Appropriations	(57.6)		(60.0)	2.4	
Total Expenditures	**813.3**	**11.00**	**865.7**	**(52.4)**	

BUSINESS SERVICES

INDUSTRY DEVELOPMENT - FINANCIAL SERVICES

OBJECTIVES

The role of the Financial Services Branch is to facilitate the creation, growth and expansion of businesses in Manitoba in support of the government's economic development strategies. In providing this support the Branch performs the following functions:

- administer several of the programs that provide financing assistance to businesses;
- provide expertise on business case development and business financing to other departments and cross-departmental project teams;
- administer the affairs of the Manitoba Development Corporation; and
- provide accounting and financial management services to other units in the government.

ACTIVITIES/RESULTS

PROGRAMS UNDER ADMINISTRATION

Manitoba Industrial Opportunities Program (the MIOP Program) The MIOP Program provides financial support to assist businesses expanding their operations in Manitoba. The financing is in the form of repayable, secured loans and the repayment terms can be somewhat flexible. Favourable interest rates are available to businesses that undertake significant investment in fixed assets and/or create new jobs. The loans are usually in excess of $500,000. Since its inception in 1988 the MIOP Program has loaned a total of $290 million for 136 business expansion projects. This MIOP Program financing has levered $1.02 billion worth of private sector investment and approximately 15,022 jobs. In 2006/07 the Branch confirmed $9.1 million worth of loans levering 125 jobs and $50.6 million worth of private sector investment.

Manitoba Business Development Fund (the Fund) The Fund provides financial support to assist with business development activities in Manitoba. The financing is in the form of cost-sharing assistance and is usually non-repayable. The cost-sharing assistance is usually in the range of up to $50,000 and is usually for up to 50% of the cost of the business development activity. The Fund has three sub-programs. The Technology Commercialization Program assists businesses with the development and/or application of new technology. The Feasibility Studies Program assists businesses and business-support organizations with the assessment of new business opportunities. The Special Projects Program assists businesses and business-support organizations with initiatives that are of strategic significance to Manitoba's economy. In 2006/07 the Branch confirmed cost-sharing assistance for 26 new business development projects totalling $1.1 million.

Third-Party Investment Funds Program (the Investment Program) The Investment Program provides investment capital to venture capital limited partnerships ("limited partnerships") which in turn invests this capital in small to medium sized businesses. Since its inception in 1996 to March 31, 2007, the Investment Program has invested $16.2 million in six limited partnerships. In aggregate the six limited partnerships have invested approximately $95.6 million into 70 business entities.

Manitoba Film & Video Production Tax Credits Financial Services worked closely with Manitoba Film and Sound and the departments of Finance and Culture, Heritage and Tourism in 2006/07 on the administration of the Manitoba Film and Video Production Tax Credit Program. Financial Services also reviews and processes tax credits for the signature of the Minister of Competitiveness, Training and Trade. During the year ended March 31, 2007, 75 tax credits were processed for 43 productions, involving $14 million in film tax credits.

Labour-Sponsored Investment Funds Program (the LSIF Program) The LSIF Program provides financial support to assist labour-sponsored investment funds (LSIFs) in attracting private sector investment capital. The financing is in the form of tax credits. The tax credit benefits are provided to Manitobans that buy and hold qualifying securities of qualifying LSIFs. Financial Service's role is to administer the registration, and de-registration of corporations wishing to qualify to be a LSIF.

SPECIAL PROJECTS

Capital Markets Initiative The Branch is a leader in collaborative, multi-party efforts to strengthen the depth and breadth of the province's capital markets infrastructure. The leadership role arises from the Branch's expertise and contacts in the finance industry and mandate for facilitating business investment.

OTHER RESPONSIBILITIES

Manitoba Development Corporation (the MDC) The MDC is the province's agent for administering repayable financial assistance. The Branch administers the MDC's portfolio of loans and investments. As at March 31, 2007, MDC had $96.6 million in financial assets under management.

10-2(a) Industry Development - Financial Services

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	840.5	12.00	901.9	(61.4)	
Total Other Expenditures	435.4		360.5	74.9	1
Program Delivery:					
- Manitoba Industrial Opportunities Program	4,868.3		9,379.2	(4,510.9)	2
- Vision Capital Fund	595.3		600.0	(4.7)	
- Manitoba Business Development Fund	1,100.6		1,173.0	(72.4)	
- Third Party Managed Capital Funds	969.6		2,209.0	(1,239.4)	3
- Less: Interest Recovery	(3,024.4)		(5,261.4)	2,237.0	4
Total Expenditures	**5,785.3**	**12.00**	**9,362.2**	**(3,576.9)**	

1. *Legal fees were more than budgeted.*
2. *Lower amount of outstanding capital therefore Interest expense was less than budgeted.*
3. *Disbursements lower than budgeted due to timing differences.*
4. *Outstanding loans lower than anticipated therefore Interest recoveries were lower than budgeted. This is directly related to MIOP.*

INDUSTRY CONSULTING AND MARKETING SUPPORT

OBJECTIVES

The role of Industry Consulting and Marketing Support is to provide sector expertise to businesses (manufacturing, processing and services sectors) in the areas of marketing, technology, business development and management.

The Branch also provides marketing related support activities to Manitoba Competitiveness, Training and Trade (CTT). In this regard, the Branch performs the following marketing support functions:

- Coordination of marketing activities
- Development and production of consistent and competitive marketing materials
- Development of market intelligence and other information

ACTIVITIES/RESULTS

Industry Consulting Group

The Industry Consulting Group provides sector expertise to businesses (manufacturing, processing, and services sectors) in the areas of marketing, technology, business development, and management. Existing infrastructure advantages are used to maximize economic development opportunities and encourage commercialization and adoption of new technologies and strategic alliances to further strengthen and diversify Manitoba's industrial capabilities.

Sector Development – Sector development activities provide an ongoing analysis of Manitoba's major industrial sectors including aerospace, manufacturing and food processing. Strengths, weaknesses, emerging trends, threats, and opportunities are considered. Sector profiles are developed and competitive comparisons with other major jurisdictions are carried out and monitored.

Project Development – Project development activities within the branch are wide-ranging and include a variety of projects from those initiated by sector planning activities to those responding to company specific opportunities. The objective of all project development activities is to create new jobs and preserve existing jobs and investment in Manitoba.

Highlights of 2006/07

Work continued with Manitoba's industrial sectors to encourage expansion through the identification of new opportunities and the adoption of new technologies. Most sectors continued to face pressures brought on by the rising value of the Canadian dollar and increased offshore competition from countries like China.

The Composite Innovation Centre at Smart Park continued to assist a wide range of our industries in the development of lightweight, high-strength composite materials which are now essential for future products related to fuel efficient vehicles, civil infrastructure and a wide variety of other manufacturing and construction applications.

Of the 111 projects considered by the CIC since October 2003, 33 projects have been completed, 26 are in process, 26 are either under discussion or are in the proposal phase and 26 have been rejected. For projects assessed, in process or completed, the CIC partners and collaborators extend across the country.

The Vehicle Technology Center, to which Industry Consulting Branch provides staff and infrastructure support, continues to move forward with projects which will provide important services to Manitoba's transportation and equipment manufacturing industries. Formal approval and funding was obtained for an OEM-Supplier Development Program to provide some financial incentive to Original Equipment Manufacturers (OEM'S) to partner with their suppliers in the development of high technology products and processes.

The goal of the OEM – Supplier Development Program (OSDP) is to act as a catalyst in the undertaking of multi-partner collaborative projects to develop the new technologies required by Manitoba transportation and agribusiness manufacturers to meet the future requirements of their customer base. By encouraging multi-disciplinary collaboration, OSDP seeks to develop a "teaming" approach between manufacturers and their suppliers and, where possible, to include outside parties such as universities and research organizations. Projects approved include significant upgrades in composite component manufacturing and a comprehensive program to enhance the interior of transit buses. Ultimately, the Program seeks to increase economic growth, creating jobs and supporting sustainable development.

Industry Consulting continued its work with several partners and stakeholders in the implementation of the three-year $4 million Advanced Manufacturing Initiative designed to assist local manufacturers to adopt the most advanced manufacturing methods and technologies to ensure their ongoing competitiveness. The Advanced Manufacturing Initiative has been funded to $1.84 million, consisting of matching federal and provincial shares, under the Canada-Manitoba Economic Partnership Agreement with the remainder of the $4 million coming from industry.

Since its launch in 2005, the AMI has enabled the wide distribution of promotional literature, consultations and training programs teaching principles of lean manufacturing. AMI programs have resulted in several examples of companies significantly improving their productivity. Additionally, under the auspices of the AMI, industry has developed a new Manufacturing Sector Economic Development Plan (MSEDP) to ensure the long-term competitiveness of the sector. The MSEDP was publicly released in December 2006 and planning for the initial implementation of the MSEDP is now underway. The Manitoba government is encouraging industry follow-up of the recommendations presented by the MSEDP and has created a new Competitiveness Initiatives group to respond to industry's recommendations and to assist with the implementation of priority recommendations.

A core element of Industry Consulting's work continues to be its individual project development activities with its project managers often taking a lead role in coordinating the activities and actions of other government departments and agencies to work with business to create new jobs and investment in Manitoba.

Marketing Support Group

The Marketing Support Group provides department-wide marketing support and development of promotional products (multimedia marketing materials such as display units, brochures, website promotion, CD-ROMS, etc.). Promotional products are produced in multiple languages, corresponding to various geographic markets of interest. The Marketing Support Group also coordinates placement and production of targeted advertising in selected industrial journals.

Market Intelligence and Information Services

The Market Intelligence and Information Services program provides information products on export markets for local Manitoba companies and on Manitoba capabilities for potential clients in overseas markets. The program involves data collection, analysis and dissemination. Key developments over the past years include implementation of a client-tracking database for CTT, development of website applications and coordination of Manitoba company data collection surveys with federal and provincial delivery partners. Additionally, the group makes continued use of the bi-annual KPMG *Competitive Alternatives Report* to assess Manitoba's competitive position with respect to business costs.

In 2006/07 the Marketing Support Group continued to focus on key priorities:

- Management of internal and external communications
- Partnerships with community organizations to promote "home-grown" economic development
- Development of e-marketing and web site capabilities
- A consistent and cohesive marketing strategy, message, and image
- Maintaining effective relationships with senior officials in government, external agencies, industry associations and consular posts abroad
- Increased role in investment promotion
- Providing support service to various branches and agencies within the department.

Web sites and electronic marketing
The Marketing Support Group manages and maintains the CTT website (www.gov.mb.ca/iedm/index.html) and continues to provide web-based support/service to Manitoba Trade and Investment (www.manitoba-canada.com). The group also contributed to the development of the Small Business area of the Manitoba Business Portal (www.gov.mb.ca/business/smallbusiness/index.html).

Advertising and communications
Several advertising pieces were placed in various site selection and business style journals (both local and international) promoting Manitoba as a great place to invest, work and live.

Production of brochures
The Group updated content for several departmental publications, including:

- Manitoba Industry Sector Summaries
- Third party information pieces
- Manitoba Quick Facts brochure
- Manitoba, Diverse, Dynamic and Energetic brochure
- Manitoba Means Business brochure
- Young Farmers Program
- Agricultural Investment DVD

Additionally, the Group undertook the redesign and development of a comprehensive package of marketing materials in English, Mandarin and Korean, for the Provincial Nominee Program for Business.

Slide presentations were created or updated for such projects as:

- The Provincial Nominee for Business Program presentations in English, Mandarin and Korean
- Global Investment Managers presentation
- Various Trade missions

The Group also provided collateral marketing materials to outgoing trade missions, trade visits and to non-governmental organizations pursuing trade and investment related promotions.

Event marketing
Event marketing support was provided for government-sponsored events and various trade missions.

Competitiveness Initiatives
In the latter part of the fiscal year, the Competitiveness Initiatives unit was formed to identify and champion service improvement initiatives that are relevant to business needs, and to lead and coordinate other initiatives to enhance the productivity and competitiveness of businesses in the province, including in the manufacturing sector.

10-2(b) Industry Consulting and Marketing Support

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	646.7	10.00	786.0	(139.3)	
Total Other Expenditures	500.1		532.5	(32.4)	
Total Expenditures	**1,146.8**	**10.00**	**1,318.5**	**(171.7)**	

SMALL BUSINESS DEVELOPMENT

Small business is recognized as the engine that drives the Canadian economy. The Branch's target client groups are the 73,500 small businesses in Manitoba that make up over 97% of all businesses in Manitoba, the self-employed entrepreneurs and new business ventures. Branch clients represent businesses from retail, wholesale and manufacturing to services, technology and home-based businesses.

OBJECTIVES

The objective of the Small Business Development Branch is to provide the necessary tools for successful business development. The Branch's primary role is to develop, co-ordinate and deliver services and programs for the enhancement and growth of Manitoba's entrepreneurial and small business community. The Branch has recognized the multi-cultural nature of Manitoba's entrepreneurial community and has customized its programs to address the specific needs of these business people. Services in business management, business planning and access to capital are tailored to meet the needs of new entrepreneurs including women, Aboriginals, new immigrants, youth, people with disabilities and professionals.

ACTIVITIES/RESULTS

The activities of the Branch are generic in scope with the intent of reaching a broad spectrum of individuals and business types. The major thrusts of the Branch are to assist small business start-ups and growth of existing businesses through the provision of management training, information services, financial assistance and business counselling and mentoring. Branch programs and services are developed in partnership with business associations, other government departments (federal and provincial), educational institutions and the public.

The Small Business Development Branch delivers extensive business information, business and trade library services through the Canada/Manitoba Business Service Centre. The Branch also provides a variety of programs and services including the Manitoba Business Start program, Business counselling, Manitoba Marketing Network, Manitoba Film Loan Guarantee program, Entrepreneurial Development and Training, and BizCoach Manitoba, a business mentoring program. Business information, counselling services, entrepreneurial training, business and trade library services and the Manitoba Marketing Network are also delivered through the Western Regional Office in Brandon.

Canada/Manitoba Business Service Centre – Effective April 1, 1998, the Small Business Development Branch integrated services and co-located its programs with the Canada Business Service Centre into a single, highly visible, efficient operation to support Manitoba business development and entrepreneurship. The new business service centre which is known as the Canada/Manitoba Business Service Centre (C/MBSC) represents a single point of contact for current and accurate business information, extensive business and trade library services, market research and improving management effectiveness through business counselling and entrepreneurial training programs. The C/MBSC also offers a full service website providing business development information, interactive business products, business guides, on-line entrepreneurial training, an Interactive Business Planner and 6,500 comprehensive links.

In 2006/07, the C/MBSC responded to approximately 36,000 walk-in/phone business and trade-related inquiries. In addition, the business counsellors of the Small Business Development Branch incurred approximately 4,600 client interactions during the year.

In 2006/07, the C/MBSC delivered or facilitated 222 business and trade related seminars and workshops to approximately 2,500 participants in Winnipeg and throughout Manitoba, including seminars which were delivered by video-conferencing.

C/MBSC Regional offices – Through the Partnership Agreement with Western Economic Diversification, 33 regional C/MBSC offices have been established in Manitoba which will make business information and resources more accessible to all entrepreneurs throughout Manitoba.

The E-Learning Services Network, located within the C/MBSC, delivers business seminars and workshops to 16 video-conferencing access points throughout Manitoba. Knowledge-based industry services include e-business and e-commerce business counselling, seminars and the provision of hard copy and online e-business information.

For the period of October 1, 2006 to March 31, 2007, 53 business seminars were delivered to the 16 rural video-conferencing access points. These seminars were attended by 435 participants.

Entrepreneurial Development and Training – Entrepreneurial training seminars were provided in partnership with other agencies to more than 2,200 participants. These seminars included sales, marketing, accounting, business management, human resource management, Starting a Small Business and other business and technology related topics. The Branch also delivered seminars on tax planning, financing and marketing. A Senior Student Business Planning workshop was held in 2006/07 and approximately 100 students participated from high schools in Winnipeg and surrounding areas.

Manitoba Marketing Network – The Network delivered 10 workshops to 165 participants and its members counselled 31 small businesses. Workshops were held in Winnipeg and Brandon.

Aboriginal Business Development Program – The Program promotes entrepreneurial training, business information, workshops and business counselling to Aboriginal entrepreneurs and community based organizations in the interest of developing small business and entrepreneurship. The Ota-Miska publication, a resource directory outlining services available to Aboriginal people in Manitoba, was updated and circulated to all agencies and organizations working with Aboriginal people. There are 12 C/MBSC regional offices which focus on Aboriginal Business Development, with over 50% of the clients being Aboriginal.

Manitoba Business Start Program – Provides loan guarantees of up to a maximum of $20,000 for new business starts with the focus on working capital needs. Under the Program, 28 loan guarantees totalling $447,000 were approved in 2006/07. During the fiscal year, 680 participants attended the 27, three-day Business Start workshops conducted throughout Manitoba under the Business Start Program which includes seven workshops conducted in the rural areas. The Business Start workshops were delivered in Winnipeg, Brandon, Altona, Morden, Portage, Dauphin and Swan River. The three-day Business Start workshops were also delivered in French, to self-employed artists and to entrepreneurs with disabilities in partnership with the Independent Living Resource Centre.

Manitoba Film Loan Guarantee Program – Provides loan guarantees up to a maximum of 20% of a loan in respect to Manitoba fully developed feature films, television programs and series. During the 2006/07 fiscal year, there were no loan guarantees issued under this program. Since the program's inception in 2004, three loan guarantees totalling $259,400 have been approved. The Branch continues to work with film production companies in respect to this program and it is anticipated that additional loan guarantees will be issued in the 2007/08 fiscal year.

Publications – Publications and business information guides developed by the Branch and the C/MBSC continue to be a valuable resource to the business community and support the Branch's training programs. The Branch and the C/MBSC produce numerous publications on a variety of subjects including business information, business planning, small business management systems, e-business and e-commerce information guides. Publications are distributed through the Branch, the C/MBSC and its regional offices, the Western Regional Office in Brandon, the Intergovernmental Affairs and Trade offices and the Growing Opportunities (GO) offices throughout Manitoba.

Small Business Counselling Services – The Branch registered approximately 4,600 business counselling client interactions in 2006/07. Business counsellors provided one-on-one business counselling to entrepreneurs and businesses in a number of sectors including retail, service and manufacturing.

BizCoach Manitoba – BizCoach Manitoba provides small businesses and entrepreneurs access to business mentoring in partnership with the private sector. Business mentoring is provided on all business related topics including start-up, financial management, growth and expansion, sales, marketing, business succession and access to capital. In 2006/07, BizCoach Manitoba provided business mentoring to 12 small businesses.

Western Regional Office – Provides general business counselling services, entrepreneurial development training programs, business planning workshops, various resource materials and general business information to Brandon and the surrounding communities. In 2006/07, the Western Regional office responded to approximately 5,000 business and trade related enquiries.

Other Activities – Branch staff partnered with other departments and agencies in the successful delivery of Small Business Week, Rural Forum 2006, the Young Entrepreneurs Program and the delivery of French-language services at

the Bilingual Government Service Centres located in St. Boniface, St. Pierre and Notre Dame de Lourdes. The Branch supported and participated in a number of other projects including Manitoba Women Entrepreneur of the Year Awards, Manitoba Home Business Advisory Council, Manitoba Aboriginal Youth Achievement Awards, a variety of projects and initiatives pertaining to Entrepreneurs with Disabilities, Junior Achievement Northern and Urban Aboriginal Youth, Senior Student Business Workshops, the cultural industries and various Aboriginal economic development projects, conferences and trade shows.

10-2(c) Small Business Development

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	1,006.0	15.50	1,031.7	(25.7)	
Total Other Expenditures	617.4		649.4	(32.0)	
Total Grants/Transfer Payments	60.0		60.0	-	
Total Expenditures	**1,683.4**	**15.50**	**1,741.1**	**(57.7)**	

BUSINESS IMMIGRATION AND INVESTMENT

OBJECTIVES

Business Immigration and Investment's objective is to attract private sector investment to Manitoba by developing Manitoba's business immigration strategies, programs and promotions.

ACTIVITIES/RESULTS

The Branch's main focus is in entrepreneur recruitment through the Provincial Nominee Program for Business (PNP-B) and the Young Farmer Nominee Program. These activities are designed to attract immigrant investors and farmers to Manitoba.

In support of the objectives, the Branch conducts the following activities:

- Administers the Manitoba Provincial Nominee Program for Business (PNP-B) which allows the Government of Manitoba to recruit immigrants who will contribute to the province's economy by operating a business in and living in Manitoba.
- Administers the Young Farmer Nominee Program designed to attract experienced young farmers who will establish a farm business operation in Manitoba.
- Conducts a series of seminars in various regions of the world to promote Manitoba's business and lifestyle advantages to potential business immigrants.
- Manages participation in the Federal Immigrant Investor Program.
- Manages the day-to-day operations of the Manitoba Opportunities Fund.

The Branch reports the following results:

1. The PNP-B program received 229 applications of which 121 applications were approved.
2. Branch staff attended or conducted 15 conferences and missions promoting our Business Immigration Program. Promotional missions were held in such countries as China, Iran, Syria, Scotland, Netherlands and England to bring awareness of our program and recruit investors.
3. Since the launch of the PNP-B in October 2000, over 1,223 applications have been received with 766 approvals to date. The PNP-B reports that since inception, 125 new businesses have started in Manitoba with an investment of over $68 million.

10-2(d) Business Immigration and Investment

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	193.9	4.00	175.0	18.9	
Total Other Expenditures	1,218.4		177.3	1,041.1	1
Total Expenditures	**1,412.3**	**4.00**	**352.3**	**1,060.0**	

1. *Expenditures related to Immigration Projects were funded through the Branch.*

CANADA-MANITOBA ECONOMIC PARTNERSHIP AGREEMENT

Under the Canada-Manitoba Economic Partnership Agreement (EPA), the governments of Canada and Manitoba are working together and in partnership with community stakeholders on two strategic priorities – Building our Economy and Sustainable Communities – to enhance the skills of Manitoba workers and promote economic growth and diversification in Manitoba.

Building on existing economic strengths, Canada and Manitoba will work co-operatively through this agreement to:

- advance innovative research and development, and technology commercialization in Manitoba;
- support industry-based infrastructure, improve competitiveness and productivity, increase trade capacity, development and promotion, and foster an environment that attracts investment;
- support the development of a skilled workforce;
- increase access to knowledge-based infrastruture;
- promote local tourism and natural resource development opportunities;
- encourage the participation of all community members in the economy to enhance the viability, sustainability, and growth of communities throughout Manitoba.

This agreement, signed December 1, 2003, provides $50.0 million for programs and projects over five years, made up of matching contributions of $25.0 million each from Canada and Manitoba.

Partnered initiatives under each priority area may take the form of capital projects, pilot projects, business plan development, market-related research, innovative research, and so on.

A separate Annual Report on the Canada-Manitoba Economic Partnership Agreement is prepared each fiscal year.

10-2(e) Canada-Manitoba Economic Partnership Agreement

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Other Expenditures	3,155.5		4,875.0	(1,719.5)	*1*
Total Expenditures	**3,155.5**		**4,875.0**	**(1,719.5)**	

1 Federal election delayed project approvals, announcements and project implementation.

TRAINING AND CONTINUING EDUCATION

DIVISION ADMINISTRATION

Division Administration provides strategic direction, co-ordination and integration relating to fiscal responsibility, policy, and utilization of financial resources for Hydro Northern Training Initiative, Industry Training Partnerships and Apprenticeship (the IWD branches) programs.

OBJECTIVES

Objectives of the Branch include the provision of centralized program, administrative and financial stewardship and support services to the IWD branches with respect to departmental priorities and goals. The Branch provides for financial co-ordination and support division-wide in assessing resource requirements and allocations to programs and branches, including direction and support in financial business planning, reporting, monitoring, policies, processes and procedures.

ACTIVITIES/RESULTS

Special project activities for IWD branches include preparation of briefing materials, financial analysis of Treasury Board documents, cash flow and public account variance explanations, administrative services and consultations, providing advice and information as well as co-ordination and support in the area of major initiatives and projects, including the Technical Vocational Initiative.

Finance Administration and Development Unit
The Unit is responsible for administrative and financial services for IWD branches including financial policy formulation for complex matters, preparation and financial analysis of Treasury Board documents, estimates preparation, cash flow reporting, budgetary expenditure variance analysis, financial monitoring of funded programs, audit policy and contract management support.

The Finance Administration and Development Unit also provides core financial management support as backup to large branches and as a shared service provider to smaller branches of the division.

In 2006/07, the Northern Development Strategy provided funding to projects for Integration of Essential Skills, Prior Learning and Assessment Recognition (PLAR), and Community Justice Workers – Developing a PLAR Process in order to enhance the effectiveness of training programs for Manitobans in the North.

The Finance Administration and Development Unit has provided co-ordination and support for the Department's efforts in improving awareness of and implementing procurement policies for sustainable development. The sustainable development effort was supported in this unit by its participation in recycling activities.

10-3(a) Division Administration

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	355.2	6.00	330.8	24.2	
Total Other Expenditures	317.5		304.8	12.7	
Total Expenditures	**672.7**	**6.00**	**635.6**	**36.9**	

HYDRO NORTHERN TRAINING INITIATIVE

The Hydro Northern Training Initiative manages and co-ordinates the Department's commitments, responsibilities and activities related to Manitoba's involvement in the Hydro Northern Pre-Project Training Initiative (the Initiative). The Initiative is a multi-year, multi-partner, $60.3M northern training and employment strategy to prepare northern Aboriginal Manitobans for job and other opportunities related to proposed hydro electric development in the North.

Manitoba Competitiveness, Training and Trade is a partner in the Wuskwatim and Keeyask Training Consortium Inc, the legal entity established to administer and report on the combined resources to and activities of the Initiative. The Consortium includes Manitoba, Manitoba Hydro, the federal government and seven Aboriginal Training Partners.

ACTIVITIES/RESULTS

In 2006-07 activities of the Branch included:

- Providing assistance and support to Aboriginal Partners in the effective development and delivery of multi-year and annual training plans.
- Providing planning and development services to Aboriginal Partners and other stakeholders related to education, training and employment activities.
- Co-ordinating with internal and external stakeholders, including Manitoba Hydro, the federal government, Aboriginal organizations, industry and educational providers to ensure effective partnership relations.
- Monitoring the Wuskwatim and Keeyask Training Consortium Inc and the Aboriginal Partners to ensure appropriate outcomes and accountabilities for effective and efficient delivery of the Initiative.

In 2006-07, Manitoba contributed $700.0 to the Initiative's Annual Training Plan of $13.6M. Manitoba's total contribution to March 31, 2007 is $7.1M.

Outputs/Outcomes from 2001/2002- December 31, 2006

The training initiative is Aboriginal-led in design, delivery and implementation of training. The Initiative provides for a continuum of training opportunities including assessment, upgrading, academic and technical training, and professional and management training towards projected workforce estimates for construction and other employment opportunities of Wuskwatim and proposed Keeyask generating stations

Since 2001/02, key investments have been made in adult upgrading, designated and non-designated trades training. Over 1,800 participants have been assessed. There have been 1,750 successful interventions from 1,278 individual trainees participating in 2,966 training interventions. Success rates are in the range of 65%.

In the area of designated trades: 9 trainees have achieved journeyperson certification and there are currently 93 active apprentices. Of these, 48 are in Levels 1-4 and a further 45 are working towards their Level 1. Among the occupational trade training areas are carpentry, cooks, crane operators, electricians, heavy duty equipment technician, ironworkers, plumbers, millwrights, and welders. There are 81 trainees in designated trades pre-employment programs who may continue into Apprenticeship training.

Over 125 trainees have participated in adult upgrading and Mature Student High School Diploma or College Prep to increase access to technical training.

Over 285 trainees have completed training in non-designated trades (truck driving, heavy equipment operating and labourer) and a further 90 trainees have completed training in Project Supports such as catering and security.

On-the-job training/employment is occurring both on and off reserve, but a high need exists for work experience for trainees to be successful. 278 individuals are employed; 68% are employed full-time, 58% are employed in a field related to training.

As of March 31, 2007, 252 individuals were working on-site at the Wuskwatim generating station. Of the 252 individuals, 189 or 75% are Northern Aboriginal people. Of the Northern Aboriginal people working on-site, 26 individuals (14%) participated in Hydro Pre-Project training.

Hydro Northern Training Initiative's focus in the area of sustainable development includes the use of recycled paper, the use of re-manufactured toner cartridges, the promotion of double-sided copying and printing, and the promotion of teleconferencing.

10-3(b) Hydro Northern Training Initiatives

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	411.6	4.00	308.2	103.4	
Total Other Expenditures	72.9		52.2	20.7	
Total Training Support	700.0		1,250.0	(550.0)	1
Less: Recoverable from Aboriginal and Northern Affairs	(125.0)		(125.0)	-	
Total Expenditures	**1,059.5**	**4.00**	**1,485.4**	**(425.9)**	

1. Training support for Wuskwatim and Keeyask Training Consortium was less than budgeted.

INDUSTRY TRAINING PARTNERSHIPS

Industry Training Partnerships (ITP) provides business and industry with an integrated and co-ordinated single window of access to support human resource planning and skills training. ITP works in partnership with industry and labour to create high performance workplaces, achieve outstanding business results, and advance Manitoba's competitive position in the global market.

ITP is the only activity in the Province designed to support existing workers' training needs, a significant issue as the labour and skills shortage becomes more evident within Manitoba. As the Canadian dollar strengthens, improved labour productivity is integral for Manitoba business to prosper and remain globally competitive.

ITP has a mandate to promote private sector involvement and investment in human resource development and workplace training, and to link skill development with provincial economic development priorities. The Branch currently includes: Industry-Wide Human Resources Planning Initiatives, Province-Wide Special Courses, Workplace Education Manitoba (Essential Skills), and Industry-based Prior Learning Assessment and Recognition (PLAR).

Through these program components, ITP partners with industry to assess training needs and to develop short and long-term training strategies to develop a skilled workforce for continued provincial economic growth.

As a part of the Province's commitment to sustainable development, ITP promotes a training culture that supports continuous learning in partnership with business and industry. Human Resource Plans, courses and workshops continue to incorporate economic, environment, health and well-being, and cost-effective measures to expand the effectiveness of Manitoba's existing workforce. As well, the ITP Sectoral Model encourages partnerships with industry, business, labour and government to reduce duplication of activity and costs and encourage joint planning, information sharing and decision making. The promotion of PLAR reduces the length of training by recognizing skills, prior knowledge and abilities. Finally, by providing on-site essential skills training in industry, productivity goals are increased.

Industry-Wide Human Resources Planning Initiatives

Industry-wide human resource development initiatives are designed to expand the base of employers investing in training by developing partnerships with employer groups and industry associations to encourage long range human resource planning within economic sectors. Three sets of initiatives are emphasized: human resources planning agreements; industry-specified training initiatives; and human resource studies. The ITP Sectoral Model builds on selective aspects of co-ordinating group agreements, focused approaches of national sectoral councils and principles of quality, excellence and partnership.

This year 8,698 new and existing employees participated in training as a result of 29 sectoral agreements, involving both provincial and Canada-Manitoba Labour Market Development Agreement funds administered by ITP. Focused human resources planning committees were active in priority sectors such as aerospace, aviation, construction, health care products, manufacturing, tourism, food processing/agri-business, environmental, information and communication technology, customer contact centres, film and audio recording, new media, and the arts and cultural industries.

Highlights of these initiatives included:

- industry driven skills training programs to address skill shortages in aerospace, film, construction, tourism and customer contact industries;
- industry/education linkages and new course development with local institutions to develop strategies for long-term workforce development in aerospace, health care products, agri-food processing, environment, manufacturing, new media, tourism and the arts and cultural industries;
- implementation of an Employer of Choice initiative to address small and medium-sized enterprises' (SMEs) labour force needs of attraction, recruitment, and retention, including the establishment of the employerofchoice.ca website with human resource tools and resources;
- implementation of the Advanced Manufacturing Initiative to support leading edge technology, methods and procedures and best practices in human resource management and development; and
- focused training and upgrading of existing workers in new technology, business processes and quality to meet international standards.

The ITP Accountability Framework, developed in partnership with industry, is a planning, monitoring and reporting tool that is used to support capacity, measure effectiveness, and determine the value of investing in training. Fourteen industry groups have implemented the Framework this year with their 2006/07 Human Resource Development Plans. Results of the Framework have proven:

- demonstrated skill development;
- significant leveraged investment by industry; and
- the successful demonstration of the results of industry training initiatives.

Province-Wide Special Courses

Province-Wide Special Courses are designed to develop the skilled workforce required to support industry's drive to continually upgrade and innovate. Through a needs assessment process, which involves ongoing and extensive consultation with industry, immediate workplace training needs are identified and future needs are forecast. Training activity in the form of workshops, seminars and courses are developed and delivered by a range of private and public sector trainers and consultants who are selected because they are acknowledged experts in their fields and practice performance based, outcome-oriented training.

Workshops in areas such as Management and Leadership, Balanced Scorecard, Workplace Wellness, Lean Thinking and Quality and Excellence were created in response to current industry trends and concerns. Many of the workshops developed and delivered in partnership with the Manitoba Quality Network, the Certificate in Management Development for Organizational Effectiveness and the Certificate in Leadership Development programs are eligible for credit in the University of Manitoba's management certificate programs. As well, in order to assist small and medium-sized enterprises in addressing human resource issues, a Guide to Human Resource Management for SMEs and an assessment process for Managing for Growth in SMEs were further developed.

The Industry Trainers Network continues to allow an opportunity for workplace training co-ordinators and training managers to share best practices, identify and address common training needs, mentor colleagues, pool resources, create industry partnerships, and identify and problem solve around issues facing industry trainers. The Network represents approximately 50 companies and over 95 industry training co-ordinators and managers. A major workplace trainers' conference, People Skills Performance, was held in June 2006 attracting over 200 participants.

All courses supported by Province-Wide Special Courses are offered in partnership with industry-serving associations such as the Manitoba Quality Network, the Human Resource Management Association of Manitoba, the Winnipeg Chamber of Commerce, and the Workplace Education Manitoba Steering Committee. By working in partnership with these organizations, the program ensures small and medium-sized companies have access to training at a reasonable cost and within a practical time frame.

This year, 11 initiatives including 60 courses, workshops and events were implemented to train 2,403 participants.

Workplace Education Manitoba (Essential Skills)

Essential skills are the reading, writing, numeracy, communication, teamwork, thinking, learning and computer skills required to successfully perform in the workplace and open the door to other types of training for further advancement.

Workplace essential skills projects and programs in Manitoba are truly customer driven. A project team is assembled with a consultant and representatives from management, labour and employees. A needs assessment is conducted, curriculum is developed and delivered according to industry requirements. As well, all curriculum documents are made available to other companies and workplaces within the same sector.

A tri-partite Workplace Education Manitoba Steering Committee assists, guides, and makes recommendations with regard to the development of and support for essential skills training in the workplace. Through their support and co-ordination, courses such as Managing Change in a Changing Environment; Essential Skills Coaching; Reading, Writing and Document Use; Training the Workplace Trainer; and Team Leader Essential Skills Program were developed and delivered. Workplace Essential Skills projects and activities, such as Essential Skills for Deaf Workers, Essential Skills for Dairy Farmers, Customer Service for Retail, and Essential Skills for Manufacturers, are in progress in Winnipeg, Interlake, Southeast, Southwest, WESMAN, and Parklands areas of Manitoba.

This year, 46 workplace essential skills programs, funded by companies, unions and the provincial government, were delivered for 540 employees. This year Essential Skills needs assessments have resulted in a greater number of employees being trained, an increase of 209 from 2005/06. In addition, 13 projects were sponsored by the Workplace Education Manitoba Steering Committee, through the National Literacy Secretariat. These projects were related to sector-specific essential skills studies, promotion and awareness raising, curriculum development, and workplace instructor training.

Industry-based Prior Learning Assessment and Recognition

Prior Learning Assessment and Recognition (PLAR) is a process that identifies and documents skills and knowledge gained in formal or informal settings.

Industry Training Partnerships provides consultation and expertise to business, labour and government regarding PLAR for industry-initiated projects, co-ordinates the development of industry-based PLAR projects and facilitates practitioner development. Models of PLAR tools and systems, including competency-based methods, flexible assessment mechanisms and curriculum development for competency-based and gap training methods continue to be developed in partnership with industry, post-secondary institutions, regulatory bodies, labour groups and other government departments. These PLAR models provide individuals, trainers, industries and communities with approaches to successfully match individuals with training opportunities that lead to successful employment.

A tri-partite Workplace Prior Learning Assessment and Recognition (WPLAR) Committee assists, guides, and makes recommendations with regard to the development of and support for innovative PLAR processes in industry.

This year, ten initiatives were in progress in areas such as manufacturing, health care, community justice, energy and aerospace industries. In addition, an innovative initiative, Igniting the Power Within, is providing Essential Skills and PLAR awareness and certification training for over 380 Aboriginal community advisors/counselors to enable them to assist in documenting the skills and experience of workers across Manitoba.

10-3(c) Industry Training Partnerships

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	498.9	8.00	412.9	86.0	
Total Other Expenditures	166.0		108.1	57.9	1
Total Training Support	1,095.8		1,045.0	50.8	
Total Expenditures	**1,760.7**	**8.00**	**1,566.0**	**194.7**	

1. *General operating costs were higher than budgeted.*

APPRENTICESHIP

The Apprenticeship Branch (Branch) is responsible for the administration of The *Apprenticeship and Trades Qualifications Act*, the *Apprenticeship and Trades Qualifications General Regulation*, the *Apprenticeship and Trades Qualifications Fees Regulation*, the *Appeals Procedure Regulation*, and Apprenticeship programs for 53 trades and their regulations under the Act. The Branch coordinates the training and qualifications system that delivers accredited, structured, workplace-based skills and technical training to apprentices, leading to journeyperson certification.

The Branch promotes trades training and certification to industry standards; co-ordinates information and planning for the designation of new trades; develops competency standards and curricula in co-operation with Manitoba industry and other provincial/territorial apprenticeship systems; processes requests for the accreditation of training programs to designated trade standards; assists under-represented groups to access apprenticeship training; counsels on trades careers and certification matters; and performs other essential support services to facilitate apprenticeship training and certification.

The Executive Director of Apprenticeship is the Secretary to the Apprenticeship and Trades Qualifications Board, and is the main point of contact for inter-provincial and pan-Canadian apprenticeship initiatives. The Executive Director is responsible for consulting with industry, represents Manitoba at the Canadian Council of Directors of Apprenticeship (CCDA) and the Canadian Apprenticeship Forum (CAF).

The **Field Operations Unit** receives applications for apprenticeship, registers apprenticeship agreements between apprentices and employers, monitors practical skills training at the job site, and arranges for apprenticeship technical training delivery, examinations and certifications. The Unit participates in the promotion and marketing of the Apprenticeship Program and the Senior Years Apprenticeship Option (SYAO).

As at April 1, 2007 a total of 1,962 apprentices were newly registered during the 2006/07 fiscal year and as at April 1, 2007 there were approximately 5,850 active apprentices registered in the apprenticeship system. This represents an increase of 18% over 2005/06, and a 58% increase over 1999/00, the Branch's baseline year. As at April 1, 2007 the number of apprentices who attended technical training in 2006/07 was 3,035, which is a 17% increase compared to 2005/06's attendance. Regulated tuition fee revenue generated approximately $671.4.

The number of female apprentices increased 23% this year to 824; women constitute 14% of all active apprentices, largely due to their participation in the Hairstylist, Esthetician, Cook and Pork Production Technician trades. The number of Aboriginal apprentices increased 36% to 1,213 in 2006/07; Aboriginals constitute 21% of all active apprentices.

1,535 Hairstylist, Esthetician and Electrologist authorizations to practice were renewed in 2006/07. Regulated fees for renewals generated approximately $129.9.

The **Program Standards Unit** develops, revises, and secures industry approval of apprenticeship training standards, apprenticeship level tests, examinations, and provincial occupational analyses. It oversees Manitoba's contributions to interprovincial examinations, Interprovincial Program Guides, and the National Occupational Analyses (NOA) series. The Program Standards Unit processes requests for the accreditation of training programs from public schools, community colleges, unions and associations, and accredits those programs that meet designated trade standards. The Unit also makes course content comparisons for the recognition of trades training programs delivered by non-accredited providers and by other jurisdictions. The Unit administers Prior Learning Assessment and Recognition (PLAR) services, administers level examinations and trade certification examinations to apprentices and candidates with demonstrated related work experience. In 2006/07, 764 people received Certificates of Qualification at the completion of their apprenticeship training, and 242 experienced trades practitioners were certified through the Trades Qualifications process.

The Branch participates in the Interprovincial Standards "Red Seal" Program, which establishes common standards in 49 skilled trades across Canada. Forty-one of Manitoba's 53 designated trades participate in the Interprovincial Standards "Red Seal" Program. Certificates of Qualification, with a Red Seal endorsement affixed, are issued when a candidate attains a mark of 70% or higher on Red Seal examinations. The Red Seal endorsement is recognized by all Canadian jurisdictions. The Program Standards Unit coordinates the Branch's Red Seal and other interprovincial activities.

The **Policy Unit** is responsible for apprenticeship legislation and regulation research and analysis, and for general policy research and development. The Unit also provides support to the Branch, the Apprenticeship and Trades Qualifications Board, Provincial Trade Advisory Committees (PTACs), and Industry Working Groups (IWGs). The Unit also provides support for corporate initiatives and is the Branch's liaison with other branches of government where there are linkages with training, economic, education, labour and social policies.

The **Finance and Administration Unit** is responsible for administrative services to the Branch, financial control systems, information technology systems support, and for preparation of the annual estimates and budgetary information. In 2006/07, the Unit continued to apply a financial framework for costing of technical training delivery which improves the cost-effectiveness of delivering technical training in northern communities and at all three community colleges. The Unit also uses a rational model for technical training course purchase processes that has improved communications with, and services to, the Branch's contracted technical training providers.

Promotion of Apprenticeship to Youth

The Branch's Field Operations Unit co-ordinates the Senior Years Apprenticeship Option (SYAO). The SYAO allows Grade 11 and Grade 12 students to become registered apprentices and to simultaneously earn both practical experience credit toward apprenticeship and academic credit towards a high school diploma. The SYAO is a school-to-work transition model that links education to employment. It provides an access route to continued apprenticeship training in many trades. At the end of 2006/07, a total of 370 SYAO apprentices were enrolled in the program.

During 2006/07, the Branch continued to be responsible for the administration of the CareerFocus wage subsidy program for SYAO apprentices. The integration of the CareerFocus and SYAO programs continues to improve services to apprentices.

Apprenticeship and the Aboriginal Community

In 2006/2007, the Branch continued its efforts to respond to the training needs of the Aboriginal community.

In 2006/07, in partnership with Red River College, 4 sections of community-based technical training in the trade of Carpenter, which incorporated Essential Skills into the Level 4 training, were delivered at 3 participating First Nation communities: Black River, Pinaymootang and Lake Manitoba. Fourteen Lake Manitoba apprentices have completed Level 4 training. This is the first group of apprentices to complete all levels of technical training through community-based training since the initiative was introduced in 2001.

Seven Pinaymootang apprentices have completed Level 4 Carpentry through community-based training and are eligible for certification.

From January to March, 2007, several sections of Carpenter (Level 1) training have been delivered, one each at Pinaymootang (RRC), Nelson House (UCN) and Fisher River (RRC) and two in The Pas (UCN).

The Aboriginal Apprenticeship Program Advisory Committee held a facilitated session in March 2007 to review their mandate and workplan. As a result of these discussions, a revised mandate and workplan will be taken forward in the coming months to the Apprenticeship and Trades Qualifications Board for approval.

Essential Skills and Prior Learning Assessment and Recognition (PLAR)

The Branch continues to implement new components of its Essential Skills strategy to ensure that apprentices and trades qualifiers enjoy maximum success on the job and in technical training.

Diagnostic, trade-specific assessment packages are available for 11 trades. To support their implementation, workshops are being delivered to educational partners to increase assessment capacity and to ensure the appropriate use of the assessment instruments. In the process, educational partners are made aware of the upgrading needs of apprentices and trades qualifiers.

The Apprenticeship Branch will begin to distribute a two-CD set of trade-specific assessment tools to Branch staff and trained adult education providers so that apprentices' upgrading needs can be determined before they begin the technical training component of their apprenticeship training programs. Assessed apprentices will receive a Learning Plan to help them plan their upgrading path.

The Apprenticeship and Trades Qualifications Board
The Apprenticeship and Trades Qualifications Board is established by The *Apprenticeship and Trades Qualifications Act* and is appointed by the Minister of Competitiveness, Training and Trade. It represents industry and public interest in the Apprenticeship system. The Board appoints Provincial Trade Advisory Committees (PTACs), and receives and reviews recommendations from the PTACs respecting trade regulations, training standards, examinations and certification standards. The Branch provides technical, administrative and financial support to the Board and PTACs.

New and Amended Apprenticeship Trade Regulations
The Minister, on recommendation of the Apprenticeship and Trades Qualifications Board, approves all new and amended trade regulations under the *Apprenticeship and Trades Qualifications Act*.
During 2006/07, the Board and Minister made regulations to designate a new voluntary certification trade in Manitoba, Computer Numerical Control Machinist. This is the first post-certification trade in Manitoba and requires apprentices to hold certification in either the trade of Machinist or Tool and Die Maker prior to commencement of apprentice training as a CNC Machinist.

The Board and Minister also introduced updated regulatory provisions for the trades of Roofer, Partsperson and Painter Decorator.

The Board has accepted the trade of Oil Rig Technician for designation, and the Branch will establish an industry working group to develop a trade regulation. The Branch also worked with PTACs to update regulatory provisions in the voluntary certification trades of Boilermaker, Lather (Interior Systems Mechanic) and Pork Production Technician.

Work continued in 2006/07 toward introducing compulsory certification in the trades of Motor Vehicle Mechanic, Motor Vehicle Body Repairer, Motor Vehicle Body Repairer (Painter), Sheet Metal Worker, and Plumber.

Program Development
Program development involves defining the scope of a trade, reviewing (or developing) the occupational analysis for the trade, developing both the technical training standard, the practical training record book, and developing and validating unit tests, placement tests, provincial certification examinations, and practical certification examinations. This work is coordinated by the Branch and involves the direct participation of Provincial Trade Advisory Committees (PTACs). The Board reviews and approves each PTAC's program development efforts. In 2006/07 program standards were approved for 7 trades, including Boilermaker, Roofer, Construction Electrician, Industrial Electrician, Mobile Crane, Boom Truck and Tower Crane Operators.

Provincial Trade Advisory Committees (PTACs)
Through a Provincial Trade Advisory Committee (PTAC), Manitoba industry advises on the regulation of, and content standards for, apprenticeship training and certification in their respective trades. Additionally, PTACs validate training standards and examinations. PTAC members are appointed by the Board.

There were 40 PTACs representing 41 trades in 2006/07.

Sustainable Development
The Policy Unit works with the Finance and Administration Unit to devise, implement, and monitor the Branch's sustainable development action plan. The Branch's sustainable development plan continues to support the Branch's goals of ensuring that lights are turned off at the end of the day, providing recycling receptacles throughout the office, promoting awareness of government's paper-recycling policy, adopting an environmentally-respectful purchasing policy that applies to both office supplies and to pool-vehicle operation and maintenance, educating staff to make environmentally-respectful decisions with regard to private vehicle operation and maintenance, and increasing the number of telephone conference meetings to reduce vehicle use.

As the Branch becomes more mature in its understanding and implementation of the principles of sustainable development, it will seek to foster and encourage among its external stakeholders an awareness of the environmental impacts of business decisions.

Apprenticeship Indicators, 1999/2000(Base Year), 2005/06 and 2006/07

	1999/00	2005/06	2006/07
New Registrations	1,296	1,680	1,962
Active Apprentices at Beginning of Year	3,704	4,965	5,296
Active Apprentices at Year End	4,272	5,156	5,850
Apprentices Attending Technical Training	2,066	2,595	3,035
Trades Qualifications Examinations Administered	173	480	456
Certificates Issued: Apprenticeship Process	476	778	764
Certificates Issued: Trades Qualifications Process	125	240	242
- Provincial Certificates through Grandparenting	133	2	0
Renewable Endorsements: Hairstylist and Esthetician *(A)*	1,935	1,555	1,535
Female Apprentices	194	670	824
Aboriginal Apprentices *(B)*	451	889	1,213
Senior Years Apprenticeship Option (SYAO) *(C)*	134	211	370

(A)) *Under the Trade of Hairstylist, barbers and hairdressers are included together as one Trade (effective March 6, 1998), following repeal of the Barbers Act and the Hairdressers Act. Hairstylist and Esthetician Certificates are renewed biannually*

(B) *Apprenticeship began tracking the number of Apprentices with self-declared First Nations, Non-Status, Métis and Inuit ancestry in 1999/2000.*

(C) *SYAO Apprentices are also counted in the "Active Apprentices at Year End" category.*

Technical Vocational Initiative

The original Technical Vocational Initiative (TVI) began in April 2004 to revitalize technical vocational education in Manitoba. Addressing labour market needs reflected in the existing and growing skilled labour shortage was a significant consideration. From a broader educational and training perspective, TVI is part of an effort to offer Manitobans a comprehensive continuum of technical vocational education pathways that are universally accessible, seamless across education levels, and synchronized with labour market needs. The TVI was renewed for four years (2007-2011) to build on the successes achieved in relation to the six Pillars of Action:

- to improve the image of vocational careers;
- to enhance awareness of technical vocational programming and trade related opportunities;
- to ensure relevance to labour market needs;
- to facilitate program articulation between high schools and colleges;
- to develop strategies to address technical vocational teacher currency and shortages; and
- to increase funding to support technical vocational equipment upgrades.

The expected outcomes of the TVI are to have:

- increased student enrolment rates in high school and college technical vocational programs;
- increased graduation rates from high school and college technical vocational programs;
- increased transition rates from high school to post secondary programs;
- increased employment rates into technical vocational careers; and
- increased community capacity to address skilled labour shortages, allowing for greater provincial competitiveness in industry sectors.

During the first three years of operation the TVI has initiated various activities related to each of the action pillars. Most of these activities are ongoing or multi-year.

Image: TVI works with schools, colleges, business, industry, labour and department partners (Manitoba Education, Citizenship and Youth, Manitoba Advanced Education and Literacy, and Manitoba Competitiveness, Training and Trade - Apprenticeship Branch) to promote a more positive and accurate image of trades and technical vocational education.

- Presented to educational stakeholder groups: participation at Rotary Career Symposium, Brandon Career Fair, Rural Forum, Red River College Career Day, Northern Aboriginal Festival and Community Awards (NAFCA), University College of the North Career Expo and Job Fair;
- Sponsored the Manitoba Association of Parent Councils (MAPC) Conference
- Created and distributed TVI Essential Skills classroom posters to Grade 8 to Grade 12 classes throughout the province.
- Attended and participated in the: Northern Aboriginal Festival and Community Awards; Brandon Career Symposium; Rotary Career Symposium; Rural Forum and the Thompson Career Fair.

Awareness: Many awareness activities are linked to image activities, including Demonstration Projects, presentations and promotional activities. The "Lessons Learned" project committee promotes networking opportunities, assesses project impact, and facilitates information dissemination.

- Conducted a half day presentation on January 17, 2007, in Winnipeg, to introduce the concept of school-based teams for career development. The presentation was aimed at policy makers, parents and other education and training partners. Doug Manning, developer of "Bridges" and "Choices" career exploration tools, was the keynote. Tom Prins, Manitoba Education, Citizenship and Youth Consultant specializing in career development, provided a provincial overview. Dr Gerald Farthing, Deputy Minister of Manitoba Education, Citizenship and Youth opened the session and brought greetings.
- Conducted Regional presentations on "Implementing a Team-Based Career Development Approach in Manitoba Schools" February 27 to March 1, 2007 in Winnipeg, Brandon and The Pas. Workshops were conducted by Lynne Bezanson and Phil Jarvis, nationally and internationally acclaimed experts on career development for the 2006-2007 school year.

- The TVI website, available at www.edu.gov.mb.ca/tvi, provides current information on relevant activities:
  - equipment and demonstration project information;
  - access to various documents; and
  - links to related, relevant sites.

Program relevance and currency: In the spring of 2005 TVI began a process of program review and revision to ensure that curricula are current and relevant to students, business, industry and general labour market needs. The process began with five programs: Automotive Technology, Commercial Food Services, Building Construction, Hairstyling and Health Care Aide.

- Program review and revision process continues. Program committees have worked for over a year to ensure that revised curricula meet these objectives. They continue to work with writers and curriculum specialists to develop appropriate documents. A number of program curricula are in the final draft stage and will be moved to the field validation process.
- An additional set of seven programs (Autobody, Welding, Electrical, Electronics, Drafting, Information Technology and Media Production) are now undergoing a similar process.
- Notable features in the new curricula will be an identifiable emphasis on essential skills (ES), sustainable development (SD), and safety units.
- The field has been kept informed and consulted throughout the process to ensure broad-based input and support. Program committees have representation from all sectors of education, business and industry.

Articulation: Articulation framework review between secondary and post-secondary sectors is underway. Program articulation will form an integral part of the revised curriculum implementation process. The intent is to make articulation more efficient and effective. Several Demonstration Projects focus on articulation.

- Completed a review of technical vocational program articulation agreements and developed recommendations and templates to facilitate the process.

Vocational teacher currency and shortages: TVI promotes and funds professional development activities that help maintain and/or enhance vocational teacher awareness of, and currency with industry and trade developments. TVI supports strategies to remove barriers and disincentives to trades people considering entering the teaching profession.

Equipment and Professional Development: for equipment upgrades and associated professional development

2004-2005	Awarded $664,100 to 17 schools for equipment upgrades and $35,300 for associated professional development.
2005-2006	Awarded $639,200 to 39 vocational schools across the province for equipment upgrade purchases and $59,000 for associated professional development.
2006-2007	Awarded $599,600 to 29 vocational schools across the province for equipment upgrade purchases and $55,000 for associated professional development.

Demonstration Projects: to address one or more of the Technical Vocational Revitalization pillars of action

2004-2005	Awarded $205,000 to 16 schools/divisions.
2005-2006	Awarded $300,000 to 28 schools/divisions. 12 continuing and 16 new projects.
2006-2007	Awarded $298,000 to 27 schools/divisions. 12 continuing and 15 new projects

Committees:

The TVI has led or contributes significantly to a number of committees including :

- Technical Vocational Education Advisory Committee (TVEAC): is a twenty-one member committee representing eighteen stakeholder groups, including colleges, Manitoba Teachers Society (MTS), parent councils, vocational and industrial arts teachers, school administrators, labour, business and industry, aboriginal education, and Apprenticeship.
- Lessons Learned Committee: brings together school/divisional project leaders to share demonstration project status, impact, and lessons learned.
- Program Review Committees: The Committees review technical vocational program curricula for articulation agreements and develop recommendations and templates to facilitate the process.

10-3(d) Apprenticeship

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	3,215.2	48.00	2,895.9	319.3	
Total Other Expenditures	1,465.1		1,533.7	(68.6)	
Total Training Support	1,680.3		2,819.5	(1,139.2)	1
Total Expenditures	**6,360.6**	**48.00**	**7,249.1**	**(888.5)**	

1. *Training support programs funded through increased capacity under the Canada-Manitoba Labour Market Development Agreement.*

EMPLOYMENT AND TRAINING SERVICES

Employment and Training Services (ETS) is the employment services agency of the Government of Manitoba. ETS's vision is to be Manitoba's first resource for building a dynamic and diverse workforce, responsive to the changing needs of the labour market. Working within the context of Manitoba's labour market, ETS assists over 30,000 individuals each year in defining and achieving their employment goals by delivering programs, services and resources directly, and by creating partnerships with community stakeholders. ETS works with employers and business to help address their workforce development and adjustment requirements.

Funding is focussed on assisting Employment and Income Assistance (EIA) recipients and other low income Manitobans to prepare for, find and keep sustainable employment while addressing the workforce requirements of Manitoba employers and communities. Programs and services are funded and delivered under the following programs:

Direct Employment Services
Staff in Employment Centres located throughout Manitoba are responsible for co-ordinating, developing, and maintaining a range of employment services, including support for skills training, to prepare Manitobans for employment. ETS staff work with employers and community organizations to facilitate employment opportunities.
Activities available to individuals in ETS Centres include employability and prior learning assessment, employment counselling and support for and referrals to: job readiness training; job placement; work placement with wage assistance; skills training; pre-employment skills training; and literacy upgrading.

Skills Development
This program provides skills training opportunities to Employment and Income Assistance recipients in high-demand occupations or occupational areas experiencing skill shortages, either through direct support to individuals or through community based organizations under contract with ETS to deliver programming.

NCB
Under the NCB program, skills training opportunities, in high-demand occupations or occupational areas experiencing skill shortages, are provided to low income Manitobans.

Taking Charge!
Taking Charge provides skills training opportunities, in high-demand occupations or occupational areas experiencing skill shortages, to women.

New Careers North
ETS partners with employers, community organizations, and federal and local governments to design, develop and provide funding support for skills training projects that meet the unique and diverse needs of northern communities. Support is also available to eligible individual clients.

Community-Based Employability Projects
This program provides funding to non-profit, community-based organizations to operate training and employment projects for income assistance clients with disabilities. Project activities include life skills training, pre-employment preparation and on-the-job work experience leading to employment.

Employment Partnerships
Funding is provided to Manitoba employers and community training partners to support the development and implementation of job-specific, workplace-based training that is tailored to the needs of the employer and addresses the skill development and employment needs of income assistance clients. Program activities may include pre-employment preparation, job-specific skills training, and on-site (hands-on) training.

Wage Subsidies
Wage subsidies assist unemployed Manitobans to gain sustainable employment through direct work experience. Wage subsidies can help unemployed people in receipt of income assistance to gain experience to secure long-term employment. Program activities include referral and pre-screening services to assist in matching employers with workers; job trials to test employee/employer fit prior to making a hiring commitment; and wage subsidies to offset the cost of training and hiring new workers.

Community Partnerships Projects
Under this program, ETS contracts with non-profit, community-based organizations to develop and deliver employability skills training and/or work experience placements that prepare income assistance clients for employment. Activities may include employability assessment, pre-employment preparation, academic/literacy training, on-the-job work experience and employment placement.

Floodway Training Initiatives
Working with Manitoba Floodway Authority, ETS develops the infrastructure to train Aboriginals, women, persons with disabilities and visible minorities for employment opportunities related to the expansion of the Red River Floodway and

thereby contribute to meeting the future needs of skilled labour and the development of a more representative workforce in Manitoba.

Canadian Agricultural Skills Service

In partnership with the Department of Agriculture, Food and Rural Initiatives and Agriculture and Agri-Food Canada, ETS provides funding and assistance to eligible farmers and their spouses or common-law partners to develop knowledge and abilities to enhance farm productivity or to supplement their farm incomes.

Job Referral Service

ETS collects applications from qualified job seekers and provides employers with qualified workers for employment opportunities created by the construction of three hydro generating plants in Northern Manitoba and the Manitoba Floodway Expansion.

Projected and Actual Results by Program, 2006/07, 10-3(e)

	Clients Served* (New Services)	
PROGRAM	**Projected**	**Actual**
Direct Employment Services	1,350	1348
Skills Development	250	321
New Careers North	175	107
Community-Based Employability Projects	100	119
Employment Partnerships	75	37
Wage Subsidies	125	51
NCB	350	324
Community Partnerships Projects	250	207
Taking Charge!**	400	193
Floodway Training Initiative	40	26
Canadian Agricultural Skills Service (CASS)***	200	651
Job Referral Service****	N/A	2,004

* Clients with Service Start Dates between April 1, 2006 and March 31, 2007 as at April 27, 2007. Active and Closed cases only. Active, Complete and Terminated services only.

** Includes EAS clients served by Taking Charge! Inc.

*** Includes all clients who received any level of service through a CASS service provider (i.e. number who applied). 378 of these clients developed an Individual Learning Plan.

**** Number of job seekers registered in the Job Referral System with case creation dates between April 1, 2006 and March 31, 2007.

10-3(e) Employment and Training Services

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	4,715.3	83.20	4,965.7	(250.4)	
Total Other Expenditures	1,982.7		2,381.8	(399.1)	1
Total Training Support	6,362.8		7,758.0	(1,395.2)	2
Less: Recoverable from Family Services	(117.5)		(300.0)	182.5	3
Total Expenditures	**12,943.3**	**83.20**	**14,805.5**	**(1,862.2)**	

1. *A number of projects/proposals were delayed or deferred.*
2. *Funding reductions and client access to programs less than budgeted.*
3. *Lower than projected allowable costs associated with wage subsidy programming and recovery.*

Canada-Manitoba Labour Market Development Agreement

The Canada-Manitoba Labour Market Development Agreement (LMDA) is the mechanism through which Manitoba receives funding from the Government of Canada Employment Insurance (EI) Account to support programming.

Service Needs Determination/Employment Counselling
Service Needs Determination is used to assess an individual's requirement for employment and/or training services and programs and temporary income support. It also refers individuals to other appropriate services. Participants may complete a service needs questionnaire to assess job readiness. Staff may determine participants' EI eligibility status, and refer job-ready participants to job search resources, and non job-ready clients to employment counselling.
Employment counselling activities include in-depth assessment of employment barriers, skills and strengths including prior learning, and the development of a mutually agreed upon employment plan. Counsellors negotiate the level of financial support with the client and follow up to evaluate results and reassess the plan.

Labour Exchange
This service provides an information exchange on available job and training opportunities to assist in linking unemployed individuals with work opportunities while assisting employers in recruiting qualified employees. Information is taken continuously, updated daily and is available in electronic and written formats. Information is disseminated through self-serve information products including Job Bank kiosks, the Internet, and the Electronic Labour Exchange.

Labour Market Information
Labour market information is gathered, analyzed, produced and disseminated regarding local, provincial and national labour market trends and conditions to help unemployed individuals in their job search, workers in their career development activities, employers, students, governments and training providers. Primarily, the federal and provincial Labour Market Information units gather information. Employment Centre staff also gather local information. Information is disseminated in electronic and written formats in a timely fashion.

Employment Partnerships
This program provides funding to enable communities, sector associations and employers address labour force development needs while assisting eligible EI insured individuals to gain sustainable employment. Program activities may include pre-employment preparation, job-specific skills training, and on-site (hands-on) training.

Skills Development
Skills Development is designed to assist eligible EI insured clients to obtain skills training/apprenticeship training and/or upgrading to facilitate sustainable employment. Skills grants are available to provide financial assistance to eligible clients for skills training. Grant levels are determined through negotiated financial assistance as part of the mutually developed employment plan. Skills loans allow participants timely access to student loans via ETS Employment Centres (administered through Manitoba Student Aid). These loans are intended to be an affordable means for clients to access funds to cover their contribution to the mutually developed employment plan.

Self Employment
Self Employment is designed to assist eligible EI insured individuals to create jobs for themselves by starting a business. The Self Employment program is administered by local sponsors who will: evaluate the individual's business idea; assess whether the individual is a suitable candidate; provide coaching in business plan development and implementation; offer advice and support; and direct the participant to other supports as needed. Candidates must be prepared to contribute money, work or equipment toward the business.

Wage Subsidies
Wage Subsidies assist eligible EI insured individuals to gain sustainable employment by providing financial assistance for direct work experience.

Employment Assistance Services

Employment Assistance Services assist all unemployed Manitobans to prepare for, find and keep jobs by providing a variety of employment-related services. Employment Assistance Services can be tailored to the specific needs of individual clients and/or local communities. Employment Assistance Services can be provided by a variety of organizations which can deliver a combination of the following services: employment plan development; case management; assessment and employment counselling; self-service labour market information; job search assistance; job finding clubs; job referral and placement; diagnostic and testing services; and brokered access to other measures.

Labour Market Partnerships

Labour Market Partnerships encourages communities, sector associations and employers to address labour market development, labour force development and workforce adjustment issues, thereby assisting unemployed and job-threatened individuals to gain and/or keep sustainable employment. Activities may include labour force adjustment activities to facilitate the employment of job-threatened workers and workforce development planning to support local labour market development.

Research and Innovation

Research and Innovation provides financial support to organizations that research and/or design projects that are practical and that identify innovative ways of helping individuals prepare for, find, return to, or maintain sustainable employment and/or strengthen and promote province-wide or regional labour force development.

Projected and Actual Results by Program, 2006/07, 10-3(f)

	Clients Served* (New Services)	
PROGRAM	**Projected**	**Actual**
Service Needs Determination / Employment Counselling	N/A	**N/A**
Employment Partnership	650	268
Skills Development	4,750	5765
-Apprenticeship	1,750	2305
-other skills development	3,000	3460
Self Employment	275	263
Wage Subsidies	400	253
Employment Assistance Services**	9,700	10,611
Labour Market Partnerships	N/A	N/A
Research and Innovation	N/A	N/A
Labour Exchange	N/A	N/A
Labour Market Information	N/A	N/A

N/A Clients are not directly served by these programs.

* Clients with Service Start Dates between April 1, 2006 and March 31, 2007 as at April 27, 2007. Active and Closed cases only. Active, Complete and Terminated services only.

** EAS contracted services only not including Taking Charge!

LMDA Results Measures, Targets and Actuals, 2006/07		
	Targets 06/07	**Actual 06/07***
NUMBER OF EI ACTIVE CLIENTS SERVED	**12,500**	**13,216**
NUMBER OF RETURNS TO WORK (EI Insured)	**9,000**	**9,013**
UNPAID BENEFITS TO THE EI ACCOUNT	**$32,000,000**	**$34,238,225**

* * As at March 31, 2007. Results measures are not finalized until May 31, 2007.

10-3(f) Canada-Manitoba Labour Market Development Agreement

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	6,232.6	116.60	6,191.7	40.9	
Total Other Expenditures	1,032.4		982.0	50.4	
Total Training Support	45,932.6		47,046.0	(1,113.4)	1
Total Expenditures	**53,197.6**	**83.20**	**54,219.7**	**(1,022.1)**	

1. Client referrals/access and program participation was less than budgeted.

10-3(g) Canada-Manitoba Labour Market Partnership Agreement

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Expenditures	-		8,698.5	(8,698.5)	1
Total Expenditures	**-**	**-**	**8,698.5**	**(8,698.5)**	

1. Delay in finalization of a new contribution agreement with new federal government.

COMMUNITY AND ECONOMIC DEVELOPMENT

COMMUNITY AND ECONOMIC DEVELOPMENT COMMITTEE

OBJECTIVES

The Community and Economic Development Committee (CEDC) is a sub-Committee of Cabinet responsible for the initiation and co-ordination of community and economic development activity across government departments. CEDC is chaired by the Minister of Agriculture, Food and Rural Initiatives and includes six other Cabinet Ministers. CEDC is supported by the CEDC Secretariat.

The CEDC Secretariat provides analytical and administrative support to the Committee. Secretariat and staff assist the Committee in the development and implementation of policy and projects consistent with the community and economic development priorities of government.

The Secretariat works in co-operation with business, community, Aboriginal, labour, social and environmental organizations and economic development agencies, as well as with the Premier's Economic Advisory Council, on policy and projects to support healthy and vibrant communities, and strong and sustainable economic growth in Manitoba.

Activities of the Secretariat encompass a broad range of policy areas, including rural and agricultural issues, northern development, urban revitalization, environmental and natural resource issues, public infrastructure projects, investment and industry attraction and expansion, Aboriginal and ethno-cultural issues, clean energy development, cultural policy, research and innovation, education and training, and poverty and social justice issues.

The Secretariat also provides work placement and mentorship opportunities for government interns.

ACTIVITIES/RESULTS

Some of the specific results achieved through the involvement of the Secretariat were:

Action Strategy for Economic Growth – Updated and co-ordinated Manitoba's Action Strategy for Economic Growth, based on recommendations of the Premier's Economic Advisory Council, which underpins Manitoba's approach to sustainable, equitable and long term economic growth and competitiveness. The Action Strategy focuses on seven priorities: education and skills; research and innovation; supporting investment; affordable government; growing immigration; Manitoba's green energy advantage; and building communities.

Community Economic Development Initiative – Co-ordinated inter-departmental community economic development (CED) activities, based on the CED Policy Framework and Lens. The CEDC Secretariat chairs an inter-departmental CED Working Group, which develops policy tools to support CED and encourages government efforts to assist marginalized communities in building social, human and financial capital.

Industry Attraction – Co-ordinated cross-departmental to attract new and expand businesses in Manitoba, to provide employment and economic benefits to the province.

Canadian Museum for Human Rights - Worked with all levels of government and the private sector to establish the Canadian Museum for Human Rights as the first national museum to be located outside of the Ottawa/Hull region. The museum will be built at the historic Forks site and will bring international attention to the challenges and accomplishments concerning human rights in Canada and across the globe.

Red River Floodway Expansion – Worked with the federal government and the Manitoba Floodway Authority to advance the Red River Floodway Expansion that will provide a 1-700 year flood protection to the City of Winnipeg. The expanded Floodway is one of the largest infrastructure projects in Manitoba.

Hydro Exports – Co-ordinated activities with Manitoba Hydro and government to develop export opportunities for

Manitoba's clean and renewable hydro-electricity, to support climate change strategies, maximize opportunities for Aboriginal and northern involvement and benefit, and stimulate economic development in the north and throughout Manitoba.

New Renewable Energy Development: Worked with Manitoba Hydro, government departments, business and community stakeholders to support the development of new renewables, including wind power, ethanol, and biodiesel, which support economic development and Manitoba's climate change strategy.

Redevelopment of the former Brandon Mental Health Centre (BMHC) - Worked with several departments and other partners on the redevelopment of the former BMHS, beginning with the relocation of the Assiniboine Community College to the site.

Eastside Aboriginal Sustainable Tourism Inc. (E.A.S.T. Inc) – Worked with East Side First Nations to support the establishment of this new Aboriginal tourism initiative aimed at promoting, marketing, training, and providing assistance to new or existing businesses within the Tourism Industry.

Housing - Co-ordinated of inter-departmental activities on low income housing policies and programs, the Affordable Housing Initiative and Waverley West.

Gaming – Co-ordinated activities between government, industry stakeholders, Manitoba First Nations, the Manitoba Gaming Control Commission and the Manitoba Lotteries Corporation to explore and address issues and opportunities within Manitoba's gaming industry, with a focus on creating sustainable economic opportunities, and supporting government's commitment to close the gap in the standard of living between First Nations and non-First Nations in Manitoba.

10-4(a) Community and Economic Development Committee

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	1,264.1	13.00	1,126.1	138.0	
Total Other Expenditures	335.1		354.1	(19.0)	
Total Expenditures	**1,599.2**	**13.00**	**1,480.2**	**119.0**	

PREMIER'S ECONOMIC ADVISORY COUNCIL

OBJECTIVES

The Premier's Economic Advisory Council (PEAC) is a group of 34 prominent Manitobans who have been invited by the Premier to provide him with confidential advice on a wide range of economic issues affecting Manitoba's economy. The membership of PEAC consists of business, labour, education, research, community and Aboriginal leaders. PEAC is co-chaired by Bob Silver, President of Western Glove Works, and Robert Ziegler, President of the United Food and Commercial Workers Union, Local 832.

ACTIVITIES/RESULTS

PEAC has recommended strategies for attracting investment, expanding immigration, enhancing skills and labour force development and retention, improving the image of our province, expanding natural resource development, establishing a long-term vision for research and development, increasing local investment, ICT procurement, enhancing Aboriginal economic development, increasing opportunities for commercial fishing, competitiveness & red tape and increasing the effectiveness, efficiency and productivity of Manitoba's publicly funded health care system.

Some specific activities of PEAC were:

Image Strategy Development - PEAC identified that Manitoba's future economic success is influenced by how others view Manitoba and how Manitobans view themselves. The Premier invited his council to provide further recommendations in the area of Manitoba's image. PEAC formed a broad-based task group to develop an image strategy, followed by a second task group to develop an implementation strategy. The goal of the project is to create a fresh, new way of communicating the Province's unique identity to raise our profile and tell the world what a great place Manitoba is to live in, work in, invest in and visit. On June 14, 2006 PEAC launched the Spirited Energy initiative at simultaneous public events held in Winnipeg, Brandon and Thompson and to all Manitobans through timed TV spots. PEAC subsequently provided advice to the Premier on the creation of a community driven brand council which would operate separately from Government.

Health Round Table – PEAC hosted a round table in March 2006 at which 185 invited participants discussed strategies to improve efficiency, effectiveness and productivity in Manitoba's publicly funded healthcare system. The round table was preceded by 6 dialogue sessions in Winnipeg, Brandon, The Pas and Thompson, involving more than 200 participants from business, labour, healthcare fields, educators, researchers and the community. PEAC prepared advice for the Premier based on the results of the Round Table.

Red Tape - PEAC developed advice for the Premier on a wide range of areas that are intended to increase Manitoba's competitiveness by reducing red tape.

Skills – Skills shortages have been identified by PEAC as a serious concern to our Province's continued economic growth. PEAC formed a task group that examined a variety of issues and presented its advice to the Premier in October 2006

10-4(b) Premier's Economic Advisory Council

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	187.9	2.00	168.3	19.6	
Total Other Expenditures	194.6		242.8	(48.2)	
Total Expenditures	**382.5**	**2.00**	**411.1**	**(28.6)**	

TRADE AND FEDERAL-PROVINCIAL AND INTERNATIONAL RELATIONS

FEDERAL-PROVINCIAL AND INTERNATIONAL RELATIONS

Federal-Provincial Relations

Federal-Provincial Relations provides strategic policy advice, analysis and support in Manitoba's relationships with the federal government and other provincial/ territorial governments on matters of intergovernmental significance. The Branch promotes Manitoba's interests in the development of interprovincial/territorial positions and policies through the Council of the Federation. Working relationships are formed with other provinces and territories, and with the Government of Canada in the development and implementation of Canada-wide policies and programs.

A major dimension of Federal-Provincial Relations' work is to ensure a consistent corporate strategy and position regarding Manitoba's priorities for action in the intergovernmental arena. The Branch also ensures that members of the Government of Manitoba have adequate and timely information on the implications resulting from national and regional trends and the implementation of programs and policies by other provincial/territorial governments and by the federal government.

Principal Activities in 2006/2007

In 2006/2007, the main activities of Federal-Provincial Relations were:

- Supported the Premier's participation in meetings of the Council of the Federation (COF), the Western Premiers' Conference, and a broad range of bilateral and key multilateral meetings;
- Organized the 2006 Western Premiers' Conference (WPC) held in Gimli, Manitoba from May 29-31, 2006;
- Collaborated with other provinces and territories to support the work of Premiers and provincial/territorial Finance Ministers on addressing the fiscal imbalances in Canada;
- Represented Manitoba at federal-provincial and interprovincial deputy ministers' and senior officials' meetings that prepare for major intergovernmental conferences;
- Reviewed and evaluated policy and program initiatives as they relate to intergovernmental relations and acted as a liaison in providing strategic policy advice on relations with the federal government and other provinces and territories; and
- Co-ordinated interdepartmental activities on intergovernmental policies and issues.

Highlights in 2006/2007

In early 2006/2007, the Branch's activities were dominated by the planning and hosting of the 2006 Western Premiers' Conference. This conference brings together the premiers of the western provinces and the northern territories to address issues of mutual interest and concern. Manitoba assumed the Chair of the Western Premiers' Conference for 2006/07 and hosted the annual meeting of Premiers in Gimli, Manitoba, May 29-30, 2006.

The meeting generated a productive discussion among western and northern premiers on a broad range of issues such as climate change, strengthening the Canadian federation, the Western Hemisphere Travel Initiative (WHTI), and agriculture. Health and healthy living topics were also discussed, including improvements to the approval process for cancer drugs, pandemic preparedness, addictions, sport and active living strategies.

While in Gimli, Premiers also met separately with leaders from the national Aboriginal organizations and "reasserted their commitment to working with the Aboriginal peoples of Canada in a 10-year dedicated effort to close the gap between the quality of life measures between the Aboriginal peoples of Canada and other Canadians with particular focus on health, education, housing and economic opportunity."

The Council of the Federation, the formal organization of all Canada's Premiers, met on three occasions: April 11, June 8, and July 26, 2006.

Fiscal imbalance issues were a focus for the Council of the Federation in 2006/07. At its April meeting in Montreal, Quebec, the Council of the Federation received and discussed the report *Reconciling the Irreconcilable: Addressing Canada's Fiscal Imbalance* from the Advisory Panel on Fiscal Imbalance established in May 2005. The Council of Federation met again in June 2006 in Edmonton, Alberta, this time with the members of the Federal Expert Panel on Equalization and Territorial Formula Financing.

The Council of Federation was engaged on a number of other priority issues in 2006/07. In April 2006, Premiers met with their Australian counterparts to exchange views and perspectives on Canadian and Australian federalism, and discuss issues of mutual concern and priority in Canada and Australia. Premiers from both countries agreed to meet again in 2008, where they would focus on establishing closer economic and trade links between provinces, states and territories in the two countries. Australian premiers have since established their own Council for the Australian Federation, based on the Canadian model.

At the 2006 summer conference in Newfoundland and Labrador, the Council of Federation discussed ways to advance key priorities such as:

- reducing internal trade barriers;
- transportation infrastructure;
- the economic challenges and opportunities facing provinces and territories; and
- issues and initiatives that have an impact on the health and well-being of Canadians.

Flowing from the outcomes of the previous year's ministerial and stakeholder meetings on post-secondary education and skills training, the COF also released the strategy, *Competing for Tomorrow: A Strategy for Postsecondary Education and Skills Training in Canada* to guide continued action in addressing key issues and challenges in this area.

Following a meeting of premiers with national Aboriginal leaders prior to the July 2006 meeting of the COF, premiers announced they would host three summits on Aboriginal issues. The first of these summits was the National Summit in British Columbia in November 2006. An Aboriginal economic development symposium was held in Saskatchewan in January 2007. A third summit on Aboriginal women's issues is scheduled for June 2007 in Newfoundland.

Canada-U.S. and International Relations

The Canada-U.S. and International Relations (CUSIR) Branch has overall responsibility for the coordination, monitoring and reporting of Manitoba's international relations. The Branch also provides strategic policy advice and support to the international activities of the Premier and the Minister of Competitiveness Training and Trade. The Branch also facilitates the involvement of Manitoba firms and organizations and oversees the government's involvement in international development projects.

Principal Activities in 2006/2007

In 2006/2007, the main activities of Canada-U.S. and International Relations' were:

- Coordinated the implementation of *Reaching Beyond our Borders - The Framework for Manitoba's International Activities* to promote a strategic approach to Manitoba 's international relations;
- Built strategic relationships with governments within Canada such as the Department of Foreign Affairs and International Trade as well as governments outside Canada; and
- Provided strategic and operational advice to the government in support of its international interests including negotiation and advice on international agreements.

Highlights in 2006/2007

The Branch's activities include monitoring the implementation of *Reaching Beyond Our Borders - The Framework for Manitoba's International Activities* (see separate report). This document is intended to guide how Manitoba will engage the global community to help achieve the province's prosperity targets and harness our competitive strengths. The

Branch provided briefing materials and support to strategic missions to the U.S., and other international destinations. The Branch also supported advocacy meetings with numerous U.S. governors and congressional delegates, Ambassadors, and senior representatives from the U.S. Administration and the Canadian Government, including the Prime Minister.

Advice and support on key policy initiatives were provided such as trans-boundary water issues; Manitoba's response to the Western Hemisphere Travel Initiative, and legislative developments in the United States that could impact on the ability of Canadian companies to bid on bio-defence contracts. Close relationships were maintained with Government of Canada officials on issues such as the Western Hemisphere Travel Initiative, the Security and Prosperity Partnership, and other key priorities. Additionally, the Branch provided ongoing co-operation and co-ordination between departments involved in international relations, including the review of 10 new international agreements.

The Branch organized the Leaders' Summit on North American Relations in Gimli on May 31, 2006 where leaders discussed strengthening the North American trade relationship, competitiveness and innovation, security, human and environmental resources and energy strategies. Canada U.S. and International Relations continued to support existing francophone relations such as Manitoba's relationships with the Department Conseil General du Bas Rhin.

The Branch also supported Manitoba's participation in international development projects and international aid through continuing the partnership with the Institute of Public Administration Canada (IPAC) and the Canadian International Development Agency (CIDA) through the development of a memorandum of understanding between Manitoba, IPAC and Philippines Department of the Interior and Local Government (Local Government Academy).

The Branch also continues to support Manitoba companies' access to international development work by participating in the World Bank's Private Sector Liaison Officer network and acting as the point of contact between the Manitoba Government, Manitoba businesses and the World Bank.

International Education

The International Education Branch promotes global awareness and competency; increase the cross-cultural exposure of Manitobans; maximize the benefits of international education to the Manitoba economy; encourage an approach to international education that engages all levels of education, stakeholders, and fields of study/training, and all regions of Manitoba; and enhance international recognition of Manitoba as an excellent source of high-quality, affordable education and training programs and services.

Principal Activities in 2006/2007

In 2006/2007 the main activities of International Education were:

- Coordinating international education-related policy for government and liaising with institutions and organizations to coordinate recruitment, offer marketing assistance, and develop partnership strategies for the export of education services and products;
- Serving as a first point of contact for international education matters in responding to inquiries and requests from international students, agents, and institutional partners; and
- Working with other provincial, territorial, and federal government departments to lead and advance efforts to promote and better coordinate international education programming and marketing on a pan-Canadian basis.

Highlights in 2006/2007

International student enrolment grew approximately 10% year-over-year despite a highly competitive international environment. The estimated economic impact from these students is over $50 million annually. The Branch continues to promote Manitoba as a provider of affordable and high-quality education service and has developed a comprehensive website to complement its paper-based promotional materials.

The Branch's efforts to build provincial capacity for international education initiatives continue. Activities included:

- Several presentations and meetings have taken place with Manitoba educational representatives in an effort to provide information on how to enter the international education field.
- Ongoing work on expanding institutional capacity proceeds through professional development sessions designed to enhance expertise in the field.
- Collaborative work with educational institutions to create standardized legal documents such as the Provincial Custodianship Declaration and the Orientation Handbook for international students.

The International Education Branch continued to carry out its responsibilities under the agreements with Citizenship and Immigration Canada and Manitoba public post-secondary institutions to allow international students to work off-campus. On April 27 2006, Citizenship and Immigration Canada formally launched the off-campus work program across Canada and piloted the Electronic Notification System (ENS) that is intended to facilitate the processing and verification of Off-Campus Work Permits. The Branch is also working with Citizenship and Immigration Canada on a pilot project for the expansion of the Off-Campus Work Permit Program to include private post-secondary institutions.

A memorandum of understanding (MOU) on the mutual recognition of higher and post-secondary education between the Province of Manitoba and China was signed in March 2007. This agreement will facilitate the enhancement of the assessment approval process of transfers from China to Manitoba institutions. The memorandum of understanding also provides a platform to demonstrate engagement with China, our largest source of international students and an important trade partner.

The number of overseas schools that offer the Manitoba curriculum is increasing. There are now seven schools in five countries (three in China, one each in Japan, Thailand, Egypt, and Turkey). The school in Istanbul, Turkey, is the first to offer a Canadian curriculum in their country. Inquiries for future schools are now being considered. These schools raise the Manitoba profile and prepare students to enter post-secondary institutions in the province. International Education's efforts to build international education capacity in Manitoba continues to move forward as more educational institutions become involved in international programming each year. Manitoba's education system continues to demonstrate steady growth with increased numbers of international students.

In addition to its work in community economic development through international education, the Branch continues to carry out its sustainable development action plan. Actions taken have resulted in a better use of paper resources, decreased use of disposable cups/cutlery and increased movement toward the electronic transmission of documents, as well as a greater use of locally based service providers.

Protocol Office

The Protocol Office coordinates Government ceremonial, protocol and diplomatic activities and serves as secretariat for the Order of Manitoba. Protocol provides consulting and advisory service for Government departments, agencies, municipalities, organizations and the general public on international protocol practices, visits, the diplomatic and consular corps and precedence.

Principal Activities in 2006/2007

In 2006/2007 the main activities of the Protocol Office were:

- Planned and conducted official ceremonies such as the Opening of the Legislature and Cabinet Swearing-In ceremonies and state hospitality;
- Planned and conducted official visits to the Province by the Governor General, heads of state and government, foreign ministers, heads of diplomatic missions and other VIPs;
- Acted as Manitoba's principal point of contact for the numerous countries that comprise Manitoba's Consular Corps, including familiarizing diplomats with local/regional economic, social and cultural situations and policies of the province;
- Served as secretariat to the Order of Manitoba Advisory Council;
- Provided support to the Order of the Buffalo Hunt investiture ceremonies; Coordinated all half- masting of flags in Manitoba on a local or province-wide basis as required; and
- Coordinated Books of Condolence and Sympathy, including "on-line" messages of sympathy.

Highlights in 2006//2007

The Protocol Office supported a number of diplomatic visits to the Province including:

Minister of Foreign Affairs and a Senator of the Czech Republic; Minister of Agriculture, Food and Fisheries and Minister of Forests, South Australia; President (Speaker) of the Iceland Parliament; Secretary of Labour and Employment of the Philippines; Ambassadors/High Commissioners of India, Denmark, Australia, Japan, Czech Republic, Tunisia, Slovakia, Ghana, Philippines, Korea, Indonesia, Norway and China; and Consuls General of Israel, The Netherlands, China, Columbia and Indonesia.

In 2006/07, the Protocol Office supported several special events such as:

- War Brides Plaque unveiling;
- Francophonie Ministerial Summit;
- Western Premiers' Conference and North American Leaders' Summit – Gimli;
- Order of the Buffalo Hunt ceremonies;
- Order of Manitoba investiture; and
- 9/11 Memorial ceremony at the International Peace Garden.

10-5(a) Federal-Provincial and International Relations

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	1,272.7	15.60	1,367.3	(94.6)	
Total Other Expenditures	979.6		993.1	(13.5)	
Total Expenditures	**2,252.3**	**15.60**	**2,360.4**	**(108.1)**	

MANITOBA TRADE

Manitoba Trade and Investment supports Manitoba businesses to become export-capable and to diversify in international markets by delivering targeted programs and services. It also promotes Manitoba investment opportunities to increase inward investment and employment. In conjunction with increased support for domestic activities, including trade shows, seminars, incoming buyers and match-making events, an increased emphasis has been placed on enhanced market intelligence and focused business missions to countries identified as possessing the highest potential for Manitoba companies.

Manitoba's foreign merchandise exports totalled $11.3 billion in 2006, which represents a 17% increase over 2005 foreign exports. Although the U.S. continues to be Manitoba's major export market, Manitoba's exports to Pacific Rim countries increased by 23%, while exports to other countries increased by 28%, over the same 2005 period. Non-U.S. countries which experienced the largest increase in Manitoba exports were China, Hong Kong, Indonesia and Taiwan.

The Manitoba Bureau of Statistics recently published a nine year comparison of trade trends that reflects the progress that Manitoba exporters have made in international markets. Over the period 1998 – 2006, Manitoba exports to the rest of the world were up 41% compared to Canada's total merchandise exports which increased by 38% during the same period. Exports to the U.S. grew by 41% while exports to non-U.S. countries increased by 37% over the same period. Manitoba companies continue to pursue opportunities in the U.S. while also looking to diversify into markets beyond the U.S..

Principal Activities in 2006/2007

Manitoba Trade and Investment provided a variety of trade-related services, summarized in the following chart.

General Information	Skills Development	Export Counselling	Market Entry Support	In-market Assistance
Toll-free export information service	Export preparation guide	Export-readiness assessment	Market information and informational sessions	Market prospects
Website	Export skills training	Market readiness assessment	Trade fairs/shows	Key contacts search
General seminars	Preparation for U.S. market	Export plan development	Trade missions	Visit information
General seminars	Preparation for other markets	Export plan implementation	Partner identification	Direct contacts
			Market intelligence	Local company information
			Advocacy	Troubleshooting
			Reverse trade shows, incoming missions	Government and business liaison
			Trade show/ promotional material/website support (TAP)	

Highlights in 2006/2007

Since launching the Exporter Development Initiative (EDI) in May 2004, Manitoba Trade and Investment has strengthened its focus, both geographically and sectorally. Core objectives of the Exporter Development Initiative are to increase the number of Manitoba companies active in international markets and to assist in the diversification of their export markets, resulting in an overall increase in the value of Manitoba's exports. In 2006/07, Manitoba Trade worked with over 125 companies who reported either first time exports or exports to new markets.

Manitoba Trade and Investment and its partners continue to deliver a targeted outreach program to business communities in rural Manitoba, consisting of information sessions and one-on-one meetings. These presentations outline the importance of exporting and the path to follow in order to access the information/support needed to become export-ready or to diversify markets. In addition, companies with an interest and capability to consider exporting were identified at outreach events and a process of company-specific consulting and export counselling has begun with those companies.

In 2006/07, 123 applications were approved for the Trade Assistance Program; 59 applications to attend recognized trade shows; 35 applications to develop new marketing material and 29 applications for the development of websites.

In collaboration with trade partners, Manitoba Trade coordinated an outreach mission for 30 Manitoba companies to North Dakota and Minnesota with the objective to provide export training and to identify export market opportunities. During 2006/2007, Manitoba Trade and Manitoba's trade partners conducted four outreach programs to promote the importance of exporting and identified export interested companies.

Agriculture Marketing

Agriculture and food are very important to the Manitoba economy, representing over $3 billion of Manitoba's total exports in 2006. Agriculture Marketing provides international marketing assistance to buyers and sellers of Manitoba's agriculture and food products. Through the coordination of trade activities, including the provision of logistical support and network contacts, Agriculture Marketing employs a comprehensive approach to export market development. It also advances and coordinates Manitoba's trade development interests through participation in federal-provincial agri-trade committees and organizations including Agri-Trade Team Manitoba, Federal-Provincial Market Development Council and others.

Several significant projects were undertaken through the year which included:

- April 2006 - Coordinated Manitoba's participation in the Midwest Horse Fair in Madison, Wisconsin;
- June 2006 - Participated in Alimentaria Mexico 2006 held in Mexico City and a business mission to Guadalajara;
- October 20006 - Conducted a business mission to Japan including the participation of Manitoba companies in the Health Ingredients Japan trade show;
- October 2006 - Coordinated Manitoba's participation in the World Dairy Expo in Madison, Wisconsin;
- February 2007 - Participated in one of the world's premier organic food shows-BioFach- in Nuremberg, Germany;
- March 2007 - Involved in the Japan Agri-Food Investment Mission organized by Agriculture and Agri-Food Canada and the Canadian Embassy in Japan, which included presentations to potential investors in Tokyo;
- March 2007 - Included a Manitoba pavilion at the International Food, Beverage, Wine and Spirits Exhibition in Montreal jointly hosted with Manitoba Agriculture, Food and Rural Initiatives;
- Organized and participated in numerous incoming missions relating to trade and/or investment in many sectors of the agriculture and food industry; and
- Ongoing investment interest in Manitoba by an Austrian company resulting in three incoming missions from Austria and one outgoing mission to Austria.

Asia/Pacific

Manitoba exports to the Pacific Rim region totalled $1.5 billion in 2006, an increase of $272 million from the previous year. The largest increase of exports within the region was to Hong Kong, China at $192 million.

Hong Kong is Manitoba's second-largest export market. Exports to Hong Kong of $552.6 million in 2006 reflected an increase of 55%, compared to $360.3 million in 2005. The increase in exports resulted from larger exports in nickel, canola, scrap metal, machinery and computers.

In 2006, Japan ranked as Manitoba's third-largest export destination. Exports totalled $469.2 million in 2006 and agricultural products dominated exports.

The Association of Southeast Asian Nations (ASEAN) markets constituted 13% of Manitoba's exports to the Pacific Rim region. Manitoba exports to ASEAN amounted to $186.8 million in 2006. This is an increase of 42% from 2005 exports which were $131.5 million. Leading exports include wheat at $95.6 million and unwrought nickel at $63.4 million, up from 2005 exports of $66.0 million and $33.1 million, respectively.

Australia is Manitoba's twelfth largest export market with exports of $73.2 million. The bulk of Manitoba's exports to Australia were value-added goods, making it the largest value-added export market in the Pacific Rim, next to Japan, for Manitoba products.

In 2006/2007, Manitoba Trade and Investment was involved in the following activities:

- March 2007 - Pursued investment into Manitoba's Agri-food industry and connected with Manitoba's partners in agriculture in Japan;
- March 2007 - Participated in New Zealand Biotech Industry Organisation (NZBIO) Conference, to promote Manitoba's life sciences sector;
- May 2006 and March 2007 - Coordinated incoming visits by Manitoba Trade and Investment's foreign trade representative in China, who met and consulted with approximately 90 firms and organizations;
- August 2006 – Attended a roundtable meeting to discuss access to and opportunities in Japan with the Japanese Ambassador to Canada and Manitoba exporters;
- September 2006- Participated in a China Forum for Investment and Trade (Xiamen) with a Manitoba booth as part of a Canada Stand at the annual show and conference;
- September 2006 - Conducted outreach to Manitoba's trade partners in the Japanese market;
- November 2006 - Participated in the Hong Kong Forum and World Small-to-Medium Sized Enterprises (SME) Expo;
- November 2006 - Manitoba Trade and Investment and Manitoba Science, Technology, Energy & Mines partnered in a group trade show and mission to AusBiotech in Sydney, Australia to promote Manitoba's life sciences sector; and
- Contributed to six incoming visits from government and business representatives from China, who met with Manitoba firms and departments to initiate trade and investment opportunities.

Europe

Manitoba exports to the Western Europe totalled $381 million in 2006. In 2006, Manitoba's top seven export markets in Europe were Belgium, United Kingdom, Germany, France, Spain, Italy and Norway, respectively. Within these top seven export markets, total exports increased from $170 million in 2005, to $205 million in 2006.

In 2006/2007, Manitoba Trade and Investment coordinated Manitoba companies' participation in a number of focused activities including:

- October 2006 - SIAL, International Food and Beverages Show, Paris, France;
- November 2006 – MEDICA, International Trade Fair for Medical Devices, Dusseldorf, Germany. Manitoba Trade evaluated the show for potential future participation by a Manitoba group Exhibit;
- November 2006 - Manitoba Motion Picture Industry Association Mission (MMPIA) to Wales, London and Dublin;
- January 2007 – MIDEM, Manitoba Audio Recording Industry participation in a trade show, Cannes, France; and
- February 2007 – BioFach, Organic Food/Products Show in Nuremberg, Germany.

Mexico and Emerging Markets

Mexico is one of Manitoba's top trading partners with two-way trade totalling over $478.0 million in 2006, showing an increase of $39 million over last year. Manitoba continues to strengthen its longstanding relationship with the states of Jalisco and Nuevo León and more recently Coahuila to promote opportunities for Manitoba's business community.

Manitoba's trade with the Latin America region totalled $271 million in 2006. This indicates an increase of 22% over 2005. Brazil and Chile are priority markets for Manitoba. In 2006, the Province's trade with Brazil accounted for more than $62 million and trade with Chile exceeded $19 million.

Manitoba companies have a significant interest in emerging markets such as India, Russia, Ukraine and Kazakhstan who have become accessible and important markets. In eastern Europe, Manitoba Trade provides support to the Manitoba agriculture manufacturing and technology sector to identify and gain access to opportunities in the markets of Kazakhstan, Russia and Ukraine.

India, with a population of 1.1 billion people, a growing infrastructure base, and a burgeoning middle class of over 250 million, holds significant opportunities for Manitoba's exporters. Growth of its domestic product (GDP) of 8.4% coupled with government reform and a relaxation of import duties, have greatly facilitated the ability to conduct business. Manitoba Trade instituted a multi-year commitment to the Indian market with a strong program of activities in 2006/2007.

The Indian economy continues to grow and opportunities for Manitoba companies are being identified. Strategic development work over the year concentrated on a number of sectors that hold the most promising opportunities in India-infrastructure, mining, agriculture, environment and biotech.

Manitoba Trade and Investment participated and/or organized the following events in 2006/2007:

- February 2006 -Coordinated an agriculture focused business mission to India with four Manitoba companies. Over 100, one-on-one meetings were organized to meet with potential Indian partners and buyers. Seminars were also conducted in the major centres of New Delhi and Mumbai to promote Manitoba agricultural products and services.
- April 2006 - Conducted a business mission to Guanajuato, Michoacán and Jalisco promoting increased business activity between our jurisdictions;
- May 2006 - Coordinated two videoconferences connecting businesses from the food and ICT sectors in Manitoba and Jalisco;
- June 2006 - Participated in the coordinating team for the Mexican delegates attending the North American Leaders' Summit in Gimli, MB and NASCO in Winnipeg, MB;
- June 2006 - Coordinated incoming Jalisco mission of 16 delegates for "Jalisco Week in Manitoba";
- June 2006 - Signed a memorandum of understanding (MOU) between Manitoba and the state of Nuevo León to collaborate in areas such as agribusiness, manufacturing, tourism and education;
- July 2006 - Participated in the Mexico, Federal-Provincial Trade Development Team meeting in Winnipeg and organized a mission to Mexico;
- September 2006 - Organized a business mission targeting Brazil and Chile. Participating Manitoba companies had one-on-one meetings with local companies and associations in the Brazilian states of Sao Paolo, Curitiba and Porto Alegre, as well as in Santiago, Chile;
- October 2006 - Coordinated seven Manitoba companies' participation in a mission to the Golden Autumn 2006 Trade Show in Russia;
- November 2006 - A Manitoba delegation of six companies visited Expo Ganadera-livestock trade show in Guadalajara and met with potential buyers and key contacts in both Nuevo León and Jalisco;
- February 2007 - Participated in Canada Week events in Nuevo Leon and Jalisco where the province was profiled in Mexico's business community; and

- A letter of agreement was signed to establish cooperation and training in the areas of emergency preparedness, recovery training and fire fighting practices.

United States

The U.S. continued to be Manitoba's largest international export market with 76% of its merchandise exports destined for the United States. In addition, 83% of merchandise imports into Manitoba were from the U.S.

Priority sectors included food and beverage processing, life sciences, building products, original equipment manufacturers (OEM) and agricultural equipment, knowledge-based industries, consumer products and exportable services.

As one of Manitoba's strongest sectors, the 300+ OEM cluster involves whole goods, components, sub-assemblies, spare parts and precision services targeting the aerospace, agriculture, construction/off-highway, industrial, recreational vehicles and transportation industry sectors. This cluster is highly diversified, yet also integrated. Strategically, Manitoba's agribusiness and technology capabilities are in high demand in a number of selected markets in the U.S., and in international markets and developing economies offshore.

In 2006/2007, Manitoba Trade and Investment participated/or organized the following events:

- March 2006 - Assessed the Aviation Industry Expo for future participation and market intelligence;
- June 2006 - Hosted an incoming business delegation from Kansas City, Missouri;
- September 2006 – Held a group Exhibit at Husker Harvest Days in Grand Isle, Nebraska;
- October 2006 - Assessed the Upper Great Plains Technology Conference and Tradeshow in Fargo, North Dakota for future Manitoba participation;
- October 2006 – Organized a group exhibit at the National Association of Convenience Stores Annual Conference and Exposition in Las Vegas, Nevada;
- November 2006 – Participated in an outgoing Mission to Kansas City, Missouri;
- November 2006 - Participated in the Information Technology (ICT) mission to Chicago;
- November 2006 – Participated in the Industry Showcase, FEWA/FEMA/ AIMRA, with 440 delegates attending the showcase;
- December 2006 – Coordinated the business component of the California mission led by Premier Gary Doer. The mission included over 40 participants from Manitoba; and
- January 2007 - Coordinated and participated in a Border Buster Mission to North Dakota and Minneapolis involving Manitoba food processing and beverage companies with 30 participants.

Canada-Manitoba Memorandum of Understanding (MOU) on International Business Development

Economic development is a cooperative effort, and Manitoba Trade and Investment encourages and facilitates cooperation with other provincial, federal and civic economic development agencies. A key example was the high level of cooperation between the province and the federal government arising from the MOU for International Business Development which was renewed in 2005 for a third five-year term.

Foreign Trade Representatives

In 2006/2007, Manitoba Trade and Investment retained two part-time foreign trade representatives in priority markets. The representatives, located in China and Europe, were responsible for identifying trade opportunities for Manitoba companies in their respective markets. In the past year, the representatives met with over 100 companies and institutions to discuss the organizations' interests and opportunities in their respective markets. As well, the representatives have assisted Manitoba companies with new and ongoing sales of $4.2 million and potential sales of an additional $5.8 million in their markets. The representatives played an important role in the success of Manitoba companies in these challenging markets

10-5(b) Manitoba Trade

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	1,424.1	19.00	1,333.4	90.7	
Total Other Expenditures	1,575.8		1,724.3	(148.5)	
Total Grants	133.4		170.0	(36.6)	
Less: Recoverable from Urban Development Initiatives	(1,000.0)		(1,000.0)	-	
Total Expenditures	**2,133.3**	**19.00**	**2,222.7**	**(94.4)**	

MANITOBA OFFICE IN OTTAWA

Established in January 1990, the Manitoba Office in Ottawa assists the Manitoba government and its agencies, Manitoba firms, communities, organizations and individuals in dealing with the federal authorities and in developing business. Critical activities in providing such assistance include the gathering and dissemination of information, representation of Manitoba's interests, and monitoring of federal actions and intentions on a range of issues including procurement.

Principal Activities in 2006/2007

- The Office maintains regular contact with a network of Ottawa-based bureaucrats, lobbyists, political staff and business people in an effort to keep abreast of any developments emanating from Ottawa that achieve or potentially affect, interests in Manitoba. Results from this activity include provision of a Media Review, Federal/Provincial Balance Sheets, and analysis of Estimates of key federal departments and monitoring legislation and reporting on hearings of parliamentary committees.

- The Office also acts as Manitoba's continuing representative in Ottawa and our presence is felt at all levels of the federal government. It provides logistical arrangements for Manitoba lobby efforts and trade missions. Staff also provide a useful and money saving function by attending, on behalf of Manitoba government departments, various federal/provincial meetings where the agenda or duration does not justify specialists travelling from Manitoba, but where Manitoba's continued involvement is considered necessary. During 2006/07, the Office represented Manitoba at over 20 such meetings. The Office also accompanies visiting Manitoba companies on calls to federal officials and provides office facilities where required to visiting Manitobans.

- While the procurement function involves some lobbying, the primary focus is on monitoring the progress and potential of specific purchases by the federal government. Activities include contact and liaison with federal officials, potential prime contractors, first-tier subcontractors, Ottawa-based lobbyists, and, most importantly, Manitoba industry. The capabilities of Manitoba suppliers are communicated to all parties involved in the procurement, and general direction, for the contract is ascertained and communicated to relevant companies and appropriate Manitoba government officials. Specific complaints are also handled and in some cases resolved to the satisfaction of the Manitoba company. Even when not fully successful, such problems are less likely to reoccur after such consultation or intervention.

Policy, Planning and Coordination

The Policy, Planning and Co-ordination Branch provides analytical, advisory and research support services relating to internal and international trade policy to the Deputy Minister of Federal-Provincial and International Relations and Trade.

This Branch manages the ongoing implementation of the Agreement on Internal Trade in Manitoba. Efforts in this area include: supporting the Minister's participation as a member of the Ministerial Committee on Internal Trade; serving as Manitoba's Internal Trade Representative; co-ordinating the government-wide participation in the Agreement; direct responsibility for the ongoing implementation of the Labour Mobility Chapter and monitoring and participating in disputes arising under the Agreement. This work includes supporting the Premiers of Manitoba and New Brunswick in their roles as co-leaders on internal trade under the Council of the Federation as well as coordinating and reporting Manitoba's activities pursuant to the Council of the Federation's Internal Trade Workplan.

As lead provincial agent for international trade policy, the Branch develops provincial policy for implementation of international trade agreements such as the North American Free Trade Agreement (NAFTA) and the World Trade Organization (WTO) and managing international trade disputes, such as softwood lumber. The Branch works to ensure that Manitoba priorities and concerns are reflected in new international trade negotiations through consultations with key stakeholders.

Highlights

In 2006/2007, Policy, Planning and Coordination provided support and briefings related to internal and international trade to the Minister and the Premier for:

- Committee of Internal Trade Ministers meetings, September 2006 and February 2007;
- Federal-Provincial-Territorial Meeting of Ministers responsible for International Trade, June 19, 2006;
- April 2006 Canada-US Agreement on Softwood Lumber;
- Address to the Manitoba Chamber of Commerce on the priorities of the new department, January 2007;
- Western Premiers Conferences, May 2006 and March 2007; and
- Council of the Federation meeting, July 2006.

10-5(c) Manitoba Office in Ottawa

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	133.0	2.00	131.7	1.3	
Total Other Expenditures	43.4		69.7	(26.3)	
Total Expenditures	**176.4**	**2.00**	**201.4**	**(25.0)**	

AMORTIZATION AND OTHER COSTS RELATED TO CAPITAL ASSETS

Commencing in 1999/2000, it is the policy of the Province of Manitoba to record in the accounts of the Province, the tangible capital assets owned and used by the Province along with appropriate amortization costs. The Provincial Comptroller has established standard asset classes, along with capitalization thresholds and corresponding amortization rates. Consistent with this policy, this sub-appropriation records the costs associated with the amortization of the Department's share of the total estimated costs of the Desktop Management Initiative and Enterprise System Management allocated to the Department. In the case of Desktop, based on units acquired by the Department as a percentage of total units acquired by the Province and, in the case of Enterprise System Management, by projected departmental used. A small amount is also included for the amortization of other departmental assets.

10-6(a) Amortization and Other Costs Related to Capital Assets - Desktop Services

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Amortization of Expenses - Hardware & Transition	77.0		75.1	1.9	
Enterprise Software Licenses	137.4		137.5	(0.1)	
Total Expenditures	**214.4**		**212.6**	**1.8**	

10-6(b) Amortization and Other Costs Related to Capital Assets - Amortization Expense

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Amortization Expense	515.7		530.5	(14.8)	
Total Expenditures	**515.7**		**530.5**	**(14.8)**	

10-6(c) Amortization and Other Costs Related to Capital Assets - Interest Expense

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
Interest Expense	189.1		182.0	5.8	
Total Expenditures	**189.1**		**182.0**	**5.8**	

COMPETITIVENESS, TRAINING AND TRADE

Reconciliation Statement

EXPENDITURE DETAILS	
2006/07 MAIN ESTIMATES	29,184.5
Transfer of functions from:	
▪ Enabling Appropriations	1,975.0
▪ Advanced Education and Literacy	89,840.4
▪ Intergovernmental Affairs	8,711.0
Transfer of functions to:	
▪ Science, Technology, Energy and Mines	11,794.2
2006/07 ESTIMATE	117,916.7

Competitiveness, Training and Trade
Expenditure Summary
For Fiscal Year Ended March 31, 2007 (with comparative figures for the previous year)

Estimate 2006/07 $		Appropriation	Actual 2006/07 $	Actual 2005/06 $	Increase (Decrease) $	Explanation Number
	10-1	**Administration and Finance**				
30.4		(a) Minister's Salary	30.3	29.7	0.6	
		(b) Executive Support				
477.4		(1) Salaries and Employee Benefits	481.2	469.6	11.6	
80.5		(2) Other	78.7	79.8	-1.1	
		(c) Financial and Administrative Services				
1,307.2		(1) Salaries and Employee Benefits	1,410.8	1,336.0	74.8	
324.6		(2) Other	294.3	306.1	(11.8)	
108.3		(3) Computer Services	53.5	70.5	(17.0)	
(150.0)		(4) Less: Recoverable from other appropriations	(150.0)	(150.0)	0.0	
		(d) Policy, Planning and Coordination				
735.7		(1) Salaries and Employee Benefits	757.3	822.5	(65.2)	
222.1		(2) Other	174.5	202.2	(27.7)	
		(f) Manitoba Bureau of Statistics				
719.4		(1) Salaries and Employee Benefits	666.1	608.1	58.0	
206.3		(2) Other	204.8	168.2	36.6	
(60.0)		(3) Less: Recoverable from other appropriations	(57.6)	(49.5)	(8.1)	
4,001.9		Total 10-1	3,943.9	3,893.2	50.7	
	10-2	**Business Services**				
		(a) Industry Development-Financial Services				
901.9		(1) Salaries and Employee Benefits	840.5	783.7	56.8	
360.5		(2) Other	435.4	554.8	(119.4)	
		(3) Industry Development-Program Delivery				
9,379.2		(a) Manitoba Industrial Opportunities Program	4,868.3	4,218.2	650.1	1
600.0		(b) Vision Capital	595.3	592.6	2.7	
1,173.0		(c) Manitoba Business Development Fund	1,100.6	801.1	299.5	2
2,209.0		(d) Third Party Managed Capital Funds	969.6	1,005.9	(36.3)	
(5,261.4)		(e) Less: Interest Recovery	(3,024.4)	(3,149.3)	124.9	

Estimate 2006/07 $		Appropriation	Actual 2006/07 $	Actual 2005/06 $	Increase (Decrease) $	Explanation *Number*
		(b) Industry Consulting and Marketing Support				
786.0		(1) Salaries and Employee Benefits	646.7	715.1	(68.4)	
532.5		(2) Other	500.1	506.4	(6.3)	
		(c) Small Business Development				
1,031.7		(1) Salaries and Employee Benefits	1,006.0	965.3	40.7	
649.4		(2) Other	617.4	526.5	90.9	
60.0		(3) Grants	60.0	35.0	25.0	
		(d) Business Immigration and Investment				
175.0		(1) Salaries and Employee Benefits	193.9	180.4	13.5	
177.3		(2) Other	1,218.4	171.8	1,046.6	*3*
4,875.0		(e) Economic Partnership Agreement	3,155.5	2,452.7	702.8	*4*
		(f) Economic Partnership Agreement		7,585.0	(7,585.0)	*5*
17,649.1		Total 10-2	13,167.4	17,945.2	(4,777.8)	
	10-3	**Training and Continuing Education**				
		(a) Division Administration				
330.8		(1) Salaries and Employee Benefits	355.0	550.7	(195.7)	
304.8		(2) Other	317.5	301.2	16.3	
		(b) Hydro Northern Training Initiative				
308.2		(1) Salaries and Employee Benefits	411.6	326.0	85.6	
52.2		(2) Other	72.9	104.6	(31.7)	
1,250.0		(3) Training Support	700.0	1,250.0	(550.0)	*6*
(125.0)		(4) Less: Recoverable from Aboriginal and Northern Affairs	(125.0)	(125.0)	0.0	
		(c) Industry Training Partnerships				
412.9		(1) Salaries and Employee Benefits	498.9	529.7	(30.8)	
108.1		(2) Other	166.0	142.6	23.4	
1,045.0		(3) Training Support	1,095.8	1,143.7	(47.9)	
		(d) Apprenticeship				
2,895.9		(1) Salaries and Employee Benefits	3,215.2	3,069.5	145.7	
1,533.7		(2) Other	1,465.1	1,367.4	97.7	
2,819.5		(3) Training Support	1,680.3	1,486.7	193.6	
		(e) Employment and Training Services				
4,965.7		(1) Salaries and Employee Benefits	4,715.3	4,517.6	197.7	
2,381.8		(2) Other	1,982.7	2,040.0	(57.3)	
7,758.0		(3) Training Support	6,362.8	5,341.3	1,021.5	*7*
(300.0)		(4) Less: Recoverable from Family Services and Housing	(117.5)	(120.2)	2.7	

Estimate 2006/07 $		Appropriation	Actual 2006/07 $	Actual 2005/06 $	Increase (Decrease) $	Explanation *Number*
		(f) Canada-Manitoba Labour Market Development Agreement				
6,191.7		(1) Salaries and Employee Benefits	6,232.6	6,184.0	48.6	
982.0		(2) Other	1,032.4	1,081.0	(48.6)	
47,046.0		(3) Training Support	45,932.6	42,690.0	3,242.6	
8,698.5		(g) Canada-Manitoba Labour Market Partnership Agreement	-	-	0.0	
88,659.8		Total 10-3	75,994.2	71,880.8	(487.4)	
	10-4	**Community and Economic Development**				
		(a) Community and Economic Development Committee Secretariat				
1,126.1		(1) Salaries and Employee Benefits	1,264.1	1,091.0	173.1	
354.1		(2) Other	335.1	353.7	(18.6)	
		(b) Premier's Economic Advisory Council				
168.3		(1) Salaries and Employee Benefits	187.9	184.0	3.9	
242.8		(2) Other	194.6	216.4	(21.8)	
1,891.3		Total 10-4	1,981.7	1,845.1	136.6	
	10-5	**Trade and Federal-Provincial and International Relations**				
		(a) Federal-Provincial and International Relations				
1,367.3		(1) Salaries and Employee Benefits	1,272.7	1,443.7	(171.0)	
993.1		(2) Other	979.6	927.0	52.6	
		(b) Manitoba Trade				
1,333.4		(1) Salaries and Employee Benefits	1,424.1	1,373.7	50.4	
1,724.3		(2) Other	1,575.8	1,526.7	49.1	
170.0		(3) Grants	133.4	161.4	(28.0)	
(1,000.0)		(4) Less: Recoverable from Urban Development Initiatives	(1,000.0)	(1,000.0)	0.0	
		(c) Manitoba Office in Ottawa				
131.7		(1) Salaries and Employee Benefits	133.0	130.1	2.9	
69.7		(2) Other	43.4	46.7	(3.3)	
4,789.5		Total 10-5	4,562.0	4,609.3	(47.3)	

Estimate 2006/07 $		Appropriation	Actual 2006/07 $	Actual 2005/06 $	Increase (Decrease) $	Explanation *Number*
	10-6	**Amortization and Other Costs Related to Capital Assets**				
		(a) Desktop Services				
75.1		(1) Amortization Expense-Hardware and Transition	77.0	74.2	2.8	
137.5		(2) Enterprise Software Licenses	137.4	145.5	(8.1)	
530.5		(b) Amortization Expense	515.7	488.7	27.0	
182.0		(c) Interest Expense	189.1	172.4	16.7	
925.1		Total 10-6	919.2	880.8	38.4	
117,916.7		**TOTAL COMPETITIVENESS, TRAINING AND TRADE**	100,584.3	101,054.4	(5,070.9)	

Explanations:

1 *Variance due to timing differences for loan disbursements and the resulting loan allowance provisions.*

2 *Variance due to timing differences for projects approved under the Technology Commercialization Program, Feasibility Studies Program and Special Projects Program.*

3 *Variance due to departmental funding of Immigration Projects.*

4 *Variance due to increased expenditures required to meet funding allocations required under EPA.*

5 *One-time funding provided to forestry industry in 2005/06*

6 *Variance due to delayed training plan implementation by the communities and delay in provision of the 2005/06 audited financial statement of Wuskwatim and Keeyask Training Consortium Inc.*

7 *Variance primarily due to 2006/07 being the first full year for funding of the • Canadian Agricultural Skill Service*

Competitiveness, Training and Trade
Revenue Summary by Source
For Fiscal Year Ended March 31, 2007 (with comparative figures for the previous year)

Actual 2005/06 $	Actual 2006/07 $	Increase (Decrease) $	Source	Actual 2006/07 $	Estimate 2006/07 $	Variance $	Expl. Number
			Current Operating Programs:				
			Government of Canada				
770	2,308	1,538	Canadian Agricultural Skills Science	2,308	1,846	462	1
215	215	0	Labour Market Agreements for People with Disabilities	215	215	0	
53,427	53,124	(303)	Labour Market Development	53,124	53,124	0	
0	0	0	Labour Market Partnership Agreement	0	8,698	(8,698)	2
89	55	(34)	Older Workers Pilot Projects	55	403	(348)	3
54,501	55,702	1,201	Sub-Total	55,702	64,286	(8,584)	
			Other Revenue				
22	21	(0)	Cost Recovery from New Brunswick	21	23	(2)	
0	0	0	Manitoba Opportunities Fund	0	-	0	
509	0	(509)	Provincial Nominee Program	0	-	0	4
369	391	22	Fees	391	343	49	
867	1,181	314	Sundry	1,181	3,428	(2,247)	5
1,767	1,593	(173)	Sub-Total	1,593	3,793	(2,200)	
56,268	57,295	1,028	TOTAL REVENUE	57,295	68,079	(10,784)	

Explanations:

Comparison to Previous Year:

1 *This was the first full year of programming for the CASS Project. The project only commenced in August 2005.*

4 *Variance of Provincial Nominee Program due to no revenue in 2006/07 in support of Immigration Projects.*

Comparison to Estimate:

1 *This was the first full year of programming for the CASS program. Increased program delivery costs in 2006/07 resulted in offsetting increase in revenue.*

2 *Variance due to delay in finalization of new agreement with new federal government*

3 *Variance due to the OWPPI not being extended into 2006/07.*

5 *Variance of Sundry primarily due to no revenue related to support of immigration programs or Manitoba Hydro Job Vacancy Matching*

FIVE YEAR HISTORY
Competitiveness, Training and Trade
Five-Year Expenditure and Staffing Summary by Appropriation ($000s)
For Five Years Ended March 31, 2007

	Actual/*Adjusted Expenditures									
	2002-2003		2003-2004		2004-2005		2005-2006		2006-2007	
Appropriation	**FTE**	**$**	**FTE**	**$**	**FTE**	**$**	**FTE**	**$**	**FTE**	**$**
Administration and Finance	46.14	3,798.4	50.50	3,996.7	48.00	3,795.7	46.00	3,893.2	46.00	3,959.8
Business Services	40.87	10,476.1	49.50	15,117.4	44.50	13,895.0	41.50	17,945.2	41.50	13,167.4
Training and Continuing Education	260.00	67,017.5	262.00	75,650.8	259.50	72,022.6	260.80	71,880.8	265.80	75,994.2
Community and Economic Development	13.00	1,532.0	13.00	1,607.5	14.00	1,655.8	15.00	1,845.1	15.00	1,981.7
Trade and Federal-Provincial and Internnational Relations	33.60	3,384.1	36.60	3,474.1	34.60	3,676.3	36.30	4,609.3	36.60	4,562.0
Amortization of Capital Assets		1,191.4		894.2		877.0		880.8		919.2
TOTAL OPERATING	393.61	87,399.5	411.60	100,740.7	400.60	95,922.4	399.60	101,054.4	404.90	100,584.3
Expenditures Related to Capital								84.2		309.6
TOTAL	393.61	87,399.5	411.60	100,740.7	400.60	95,922.4	399.60	101,138.6	404.90	100,893.9

* - Adjusted figures reflect historical data on a comparable basis in those appropriations affected by reorganizations during the five years

COMPETITIVENESS, TRAINING & TRADE

Performance Measures

The following section provides information on key performance measures for the department for the 2006-07 reporting year. This is the second year in which all Government of Manitoba departments have included a Performance Measurement section, in a standardized format, in their Annual Reports. That process was begun in 2005 with the release of the document, Reporting to Manitobans on Performance, 2005 Discussion Document, which can be found at www.gov.mb.ca/finance/mbperformance.

Performance indicators in departmental Annual Reports are intended to complement financial results and provide Manitobans with meaningful and useful information about government activities, and their impact on the province and its citizens.

Your comments on performance measures are valuable to us. You can send comments or questions to mbperformance@gov.mb.ca.

Business Development Indicators

What is being measured and how? (A)	***Why is it important to measure this? (B)***	***Where are we starting from? (baseline measurement)***	***What is the most recent available value for this indicator? (C)***	***What is the trend over time for this indicator? (D)***	***Comments/ recent actions/report links (E)***
1. *Venture Capital Available to Manitoba – by measuring Venture Capital investments in Manitoba* The aggregate amount of outstanding committed capital available to Venture Capital Partnerships is the measure and this information is collected by the department for those partnerships in which the Province of Manitoba is a stakeholder.	Access to venture capital in Manitoba is directly related to the competitiveness of Manitoba in attracting, developing and maintaining businesses in Manitoba. The availability of venture capital impacts job creation and growth and the attraction of professional and knowledge based workers to Manitoba. Supply of venture capital is linked to the improvement of performance of small and medium businesses.	Further development of this indicator is underway.	• In 2006/07 there was $21.4 million outstanding committed capital available to Venture Capital Partnerships* *The 2007 figure does not include the Province's commitment to Canterbury Park Limited Capital Fund.	From 1996/97 to 2006/07, the six limited partners have invested approximately $95.6 million into 70 business entities. The amount of outstanding committed capital is dependent upon a number of factors including: i. The creation of new Venture Capital Partnerships; ii. The amount of capital invested in any one year; iii. The number of	This measurement is limited to publicly available information; it does not track privately orchestrated venture capital financing which makes up a significant segment of this market.

What is being measured and how? (A)	*Why is it important to measure this? (B)*	*Where are we starting from? (baseline measurement)*	*What is the most recent available value for this indicator? (C)*	*What is the trend over time for this indicator? (D)*	*Comments/ recent actions/report links (E)*
A Venture Capital Partnership is a pool of capital where the capital will be invested in small and medium sized businesses. The Province has established a third-party program, which in turn, co-invests with the private sector in these Venture Capital Partnerships.	Adequate supply of venture capital is a major contributor to economic growth and job creation in Manitoba. Access to venture capital is featured as a priority in Manitoba's Action Strategy for Economic Growth, Raising and Retaining Investment.			managers of Venture Capital Partnerships.	
2.Capital Investment (Funded), by measuring new dollars invested in the Manitoba Industrial Opportunities Program, and total investment funding to entrepreneurs provided through the Business Start Program Under the Manitoba Industrial Opportunities Program the government provides term loans to assist businesses to expand in Manitoba. The loans are reserved for opportunities that create significant strategic economic	Access to capital promotes the retention and expansion of industry in Manitoba, strengthening the Manitoba economy. MIOP provides financing to industry that may not be available through traditional financial institutions. MIOP emphasizes job maintenance and creation as well as increasing technologically valuable industries in Manitoba. Investment in capital is featured as a priority in Manitoba's Action Strategy for Economic Growth, Raising and Retaining Investment.	These are highly variable indicators.	Indicators include: - New MIOP dollars invested in the 2006/07 fiscal year was $9.1 million. - Capital investment generated by MIOP projects which includes dollars invested in capital assets, commercialization, and product development was $50.6 million 2006/07 .	The MIOP Program financing has leveraged $1.02 billion worth of private sector investment since its inception in 1988.	These trends are cyclical and can vary dramatically from year to year. They are dependent on the nature of the applications in any given year and economic cycles.

What is being measured and how? (A)	*Why is it important to measure this? (B)*	*Where are we starting from? (baseline measurement)*	*What is the most recent available value for this indicator? (C)*	*What is the trend over time for this indicator? (D)*	*Comments/ recent actions/report links (E)*
benefit. Under the Business Start Program, the measure is the total investment provided to entrepreneurs starting a new business. This includes both the value of the loan provided and any additional equity leveraged.	The Branch's target client groups are the 34,000 small businesses in Manitoba that make up over 90% of all businesses in Manitoba. Support to this critical segment of the economy is critical to investment and job growth.		Business Start Program investment for 2006/07 was $974,486		
3. *Jobs Created & Retained* Under the Manitoba Industrial Opportunities Program the government provides term loans to assist businesses to expand in Manitoba. The loans are reserved for opportunities that create significant strategic economic benefit. Under the Business Start Program, jobs are created through self-employment and subsidiary job creation by new entrepreneurs.	The creation and retention of jobs is important to the Manitoba economy and vital to attracting and maintaining Manitoba citizens.	This is a highly variable indicator.	Approximately 125 jobs were leveraged by the MIOP Program in 2006/07. Under the Business Start Program, 84 jobs were created in 2006/07 (41 full-time plus 43 part-time)	Since the programs inception in 1988, the MIOP Program has levered approximately 15,022 jobs.	The year to year trends are cyclical and can vary dramatically from year to year.

Training Indicators

What is being measured and how?	*Why is it important to measure this?*	*Where are we starting from? (baseline measurement)*	*What is the most recent available value for this indicator?*	*What is the trend over time for this indicator?*	*Comments/ recent actions/report links*
4. Our contribution to meeting the evolving skills requirements of the labour market is measured by employment outcomes and participation in key training initiatives to meet labour market demand.	Skills training programs/activities are key elements in response to the increasing demand for skilled workers and continued growth of the economy. Some of the programs/activities are formal, while others are non-formal (e.g. workplace training).	<u>Participation in key training initiatives -</u> 1999/00 - 3,704 active apprentices as at April 1, 1999. 1999/00 Journeyperson certification: Cert. of Qualification 476 Trades Qualification 125 Total 601 1999/00 Industry Training Partnerships 7,310 participants	<u>Participation in key training initiatives -</u> 2006/07- 5,850 active apprentices. 1,962 of whom were newly registered in 2006/07 2006/07 Journeyperson certification: Cert. of Qualification 764 Trades Qualification 242 Total 1,006 2006/07 Industry Training Partnerships 12,021 participants[1]	Increase. The number of active apprentices increased at the end of fiscal year 2006/07 by 58% since the beginning of the 1999/00 fiscal year Increase. The number of journeyperson certifications increased by 67% since 1999/00 Increase. The numbers of workplace training participants have increased 65% from 1999/2000.	The Apprenticeship program coordinates the training system that delivers workplace-based skills and technical training to apprentices, leading to journeyperson certification in skilled trades. Aboriginal apprentices now constitute 21% of all active apprentices in Manitoba
5. Our contribution to meeting the evolving skills requirements of the labour market is measured by the number of individuals	Skills training programs/activities are key elements in response to the increasing demand for skilled workers and	2001/02 ETS - Skills Development Program[1] Individuals supported 3,733 participants.	2006/07 ETS - Skills Development Program[2] individuals supported 3,792 participants.	Stable	Employment and Training Services (ETS) Skills Development program provides financial and other supports to individuals to

[1] Includes Sectoral training initiatives, province-wide special courses and workplce essential skills training programs.
[2] Number of individuals beginning an ETS Skills Development service (excluding apprentices) between April 1, 2006 and March 31, 2007. Includes participants beginning the second year of a two year program.

What is being measured and how?	*Why is it important to measure this?*	*Where are we starting from? (baseline measurement)*	*What is the most recent available value for this indicator?*	*What is the trend over time for this indicator?*	*Comments/ recent actions/report links*
receiving employment services and the number of job orders posted on the Job Bank, which brings job seekers and employers together.	continued growth of the economy. Some of the programs/activities are formal, while others are non-formal (e.g. workplace training).	Between April 1, 2001 and March 31, 2002, 74 individuals participated in training activities.	Between April 1, 2001 and December 31, 2006, 1,278 individuals participated in training activities including the Hydro Northern Training Initiative.	Increase.	participate in existing education and training opportunities at universities, colleges, private vocational institutions and other education/training providers. The Hydro Northern Training Initiative (HNTI) is a multi-year, training and employment strategy to enable northern Aboriginal residents to prepare for jobs on the proposed northern hydroelectric projects.
6. Our capacity to meet the employment needs to individuals and employers by measuring number of clients served in programs that bring job seekers and employers together.	Assisting unemployed individuals to prepare for, find and keep employment is important for the economy, for the well-being of individuals and for the communities they reside in.	2001/02 ETS - Employment Services for Individuals - Total Clients Served: 36,333	2006/07 ETS - Employment Services for Individuals - Total Clients Served: 28,485	Decrease.	As part of the Labour Market Development Agreement, the Department delivers the National Employment Services.
Employment services for individuals include employment needs assessment, employment/ career counseling[3], access to labour market and other	Many people make the transition from unemployment to employment without assistance. Use of employment services is a measure of how governments are	2001/02 Job Bank ▪ Total number of job orders posted: 18,105	2006/07 Job Bank ▪ Total number of job orders posted: 37,785	Increase.	The Job Bank, through which current job vacancies are posted on the Internet, is one of these services.

What is being measured and how?	*Why is it important to measure this?*	*Where are we starting from? (baseline measurement)*	*What is the most recent available value for this indicator?*	*What is the trend over time for this indicator?*	*Comments/ recent actions/report links*
information, job search assistance, access to computers, and other employment services.	helping those that do need assistance.				

[3] All ETS clients receive employment counseling and may receive other employment services. Number of individuals beginning an ETS service between April 1, 2006 and March 31, 2007. Includes participants beginning a second year or a two year program.

Trade Indicators

What is being measured and using what indicator? (A)	**Why is it important to measure this? (B)**	**Where are we starting from (baseline measurement)? (C)**	**What is the 2006/2007 result (current year) or most recent available data? (D)**	**What is the trend over time? (E)**	**Comments/Recent Actions/ Report Links (F)**
7. We are measuring export-readiness of Manitoba companies, by reviewing the annual number of new exporters and the experienced exporters who have diversified (i.e. those who have successfully begun to export to markets that are new to the company) their export markets.	One key determinant to remain competitive in a global economy is to support the ability of companies in Manitoba, to understand and meet the needs of new customer segments and to effectively plan, sell and deliver to those customers.	100 new companies previous fiscal year. These companies may continue to be clients or have reached their level of export capability.	In the current year, over 125 companies reported either first-time exports or exports to new markets	Trends indicate there has been gradual increase overtime. As well as, increasing the level of recognition by Manitoba companies on the export opportunities and importance of exporting	Manitoba Trades' 2006/2007 company database lists 2,002 companies who are active and/or interested in exporting out of a total listing of 6,485 companies. The database also catalogues associations, towns, cities and media.

What is being measured and using what indicator? (A)	Why is it important to measure this? (B)	Where are we starting from (baseline measurement)? (C)	What is the 2006/2007 result (current year) or most recent available data? (D)	What is the trend over time? (E)	Comments/Recent Actions/ Report Links (F)
The indicator is the number of companies reporting either first-time exports or exports to new markets.					
8. We are measuring the international student population in Manitoba.	There are significant economic benefits from international students such as additional revenue for Universities, benefits to Manitoba's economy and establishes the establishment of long-term interests in Canada.	4179 as measured in 2003/2004.	The most recent complete set of data available is from 2004/05, because some of the information is lagging. In that year, there were 4779 international students studying in Manitoba. See appendix table below for more detailed information on the increasing number of international students and the commitment revenues to educational institutions (conservative projection of $55 million annually).	The trend indicates a gradual increase in incoming revenue and international student population, which would result in a corresponding increase in revenues. (Increased positive impact for Manitoba)	W:\RDVIEB\International Education\Strategic Planning\PSO\2007-2008 PSO Reports on International Students in Mantioba for 2004-05 appear at: http://www.gov.mb.ca/ie/public/intl_branch/publications.html

What is being measured and using what indicator? (A)	Why is it important to measure this? (B)	Where are we starting from (baseline measurement)? (C)	What is the 2006/2007 result (current year) or most recent available data? (D)	What is the trend over time? (E)	Comments/Recent Actions/ Report Links (F)
9. The number of Manitoba institutions involved in international education by measuring the membership roster of the Manitoba Council for International Education.	The membership roster of the Manitoba Council for International Education is reflective of the number of institutions with established international education programs.	18 as reported in 2000.	In 2007, there were 26 member institutions in the Council for International Education. Growth in international education programming evidenced by increased number of institutional membership in MCIE (from 18 in inaugural year 2000 to 26 member institutions in 2007).	There has been an increased in the number and diversity of institutional membership in MCIE (from 18 in inaugural year 2000 to 26 member institutions in 2007), reflecting growth in international education programming in Manitoba.	W:\RDVIEB\International Education\Strategic Planning\PSO\2007-2008 PSO Reports on International Students in Mantioba for 2004-05 appear at: http://www.gov.mb.ca/ie/public/intl_branch/publications.html

Appendix 1
Number of International Students enrolled in Manitoba institutions, by type of institution, 1998/99 to 2006/07

Data Sources:

1- School Survey Reports (Independent and Public Schools - School Finance Branch)
2- Council On Post Secondary Education (Undergraduate International Student Enrollment UM, UW, BU, CUSB)
3- School Survey Report (Non-Concurrently Enrolled International ESL Students)

	98/99	99/00	00/01	01/02	02/03	03/04	04/05	05/06	06/07
Elementary/Secondary[1]	335	365	428	607	704	660	740	741	788
Universities[2]	681	726	789	955	1208	1679	2388	2785	n/a
ESL[3]	n/a	n/a	n/a	n/a	n/a	1840	1651	n/a	n/a
TOTALS	**1016**	**1091**	**1217**	**1562**	**1912**	**4179**	**4779**	**n/a**	**n/a**

PART B - CAPITAL INVESTMENT

Capital Investment is provided in the Estimates of Expenditures under Part B. For the year ended March 31, 2007, the department's capital authority provided for development of a system to support business processes, communications and training, and reporting functionality related to the delivery of a Job Referral Service for Manitoba Hydro.

Part B - Capital Investment

Expenditures by Sub-Appropriation	Actual 2006/07 $	Estimate 2006/07 FTE	Estimate 2006/07 $	Variance Over (Under)	Expl. No.
B.2(a) Job Referral System	309.6		309.6	-	
Total Capital	**309.6**		**309.6**		

APPENDIX A

ASSOCIATED AGENCIES, BOARDS, COMMISSIONS and COUNCILS

THE MANITOBA DESIGN INSTITUTE

The Manitoba Design Institute was established by an Act of the Legislative Assembly in 1963. The Institute had no operating budget or staff in 2006/07.

THE MANITOBA DEVELOPMENT CORPORATION

The Manitoba Development Corporation (MDC) provides loans and loan guarantees under Part 2, The Development Corporation Act. MDC tables its annual financial statements under separate cover with the Manitoba Legislature.

THE MANITOBA TRADE AND INVESTMENT CORPORATION

The Manitoba Trade and Investment Corporation (MTIC) is a provincial agency of Manitoba Competitiveness, Training and Trade. As an administrative mechanism, the Corporation supports the economic priority of building the Manitoba economy through increased exports and industry investment. The Corporation facilitates cost-sharing partnerships for specific projects and provides administrative support for missions by collecting revenues and paying related expenditures. The Corporation tables an annual report under separate cover with the Manitoba legislature.

APPENDIX B

FINANCIAL INFORMATION

Competitiveness, Training and Trade
Summary of Business Assistance
2006-2007 Fiscal Year

FEASIBILITY STUDIES/PROJECTS	10,910.00
NEW BUSINESS ASSISTANCE - TECHNOLOGY COMMERCIALIZATION	500,102.14
GRANT ASSISTANCE – SMALL BUSINESS DEVELOPMENT	60,000.00
GRANT ASSISTANCE – MANITOBA TRADE	133,426.29
SPECIAL ASSISTANCE	124,922.08
	$ 829,360.51

APPENDIX C

FINANCIAL INFORMATION

Competitiveness, Training and Trade
Listing of Business Assistance
2006-2007 Fiscal Year

FEASIBILITY PROJECTS/STUDIES	
White Magic Robotics Inc.	2,500.00
Scootaround Inc.	8,410.00
	$ 10,910.00
NEW BUSINESS ASSISTANCE - TECHNOLOGY COMMERCIALIZATION	
Advansas Capital Corp	50,000.00
Cascades Boxboard Group	50,000.00
Fidus International Inc.	50,000.00
Keiberg International Inc.	50,000.00
Modevation Enterprises Inc.	34,689.71
Nordevco Associates Ltd.	33,182.67
North Air Tech	6,767.07
OMT Inc.	10,008.55
Print Objects Corp.	10,900.00
Quantum Electronics Inc.	8,308.84
Rehau Industries Inc.	50,000.00
SBG Design Technology	32,852.30
Shocknife Inc.	13,500.00
State Industries Ltd.	28,471.34
Tri Form Poly Inc.	35,769.63
Vari Tech Systems Inc.	2,266.00
Vision Aid Inc.	15,491.30
Westward Industries Ltd.	17,894.73
	$ 500,102.14
SMALL BUSINESS DEVELOPMENT	
Bizcoach Manitoba Inc.	30,000.00
Manitoba Marketing Network Inc	30,000.00
	$ 60,000.00
SPECIAL ASSISTANCE	
First Nations Forestry Limited	69,377.33
Function Four Ltd.	25,000.00
Tolko Industries Ltd.	30,544.75
	$ 124,922.08

MANITOBA TRADE	
Amazing Elements Inc.	2,500.00
Avriel International	1,368.00
Balanced Records Inc.	1,975.00
Bio Chambers Inc.	4,500.00
Blue Moose Clothing Company Ltd.	2,000.00
Channel Systems	1,551.50
Clearline Technologies Ltd.	2,000.00
Cocoon Branding Inc.	1,000.00
Cool Curling	3,900.00
Cornelia Bean Ltd.	1,300.00
Cropcam Division of Micropilot	1,081.00
Cutting Edge Tool Grinding Service	500.00
Dataprobe Inc.	500.00
Design Expressions	1,800.00
Dyna-Pro Environmental	3,330.00
E & E Newfield	843.30
Emerge Knowledge Design Inc.	3,010.00
Enersip Corp	2,100.00
Firetak Manufacturing Ltd.	1,100.00
Fleece Line	2,000.00
Fresh Hemp Foods Ltd.	4,250.00
GP&S Distributors	2,000.00
Gorlick Brenda	500.00
H2O Massage Systems	2,000.00
Hemp Oil Canada Inc.	3,010.00
Herd North America Inc.	2,000.00
Hugs International Inc.	2,000.00
Jubilee Baby Products	1,450.00
K9 Pro Wear	2,825.00
Keiberg International Inc.	4,500.00
Klondike Holdings Inc.	1,400.00
Les Kletke Comm Inc.	1,025.00
Linear Systems Ltd.	2,500.00
Marek-Matejka, Christine	1,329.00
Manrex Ltd.	2,000.00
Matrix Industries Inc.	595.00
Medicure Inc.	2,000.00
Mighty Kraken Films	1,125.00
Modevation Enterprises Inc.	1,456.00
Mueller Seed Farm Inc.	248.24
Mytego Inc.	3,015.00
North Air Tech	1,625.00
Paper Birch Publishing	2,000.00
Patient Puppets	200.00
Peapod Creations	3,400.00
Pettersen Infant Products	2,000.00
Phiber Manufacturing Inc.	2,000.00
Pine Falls Clothing	500.00
Pipestar Interational Inc.	1,888.00
Pizzey's Milling & Baking Company	4,000.00
Pro Technology International Ltd.	2,000.00

Protegra Inc.	443.75
Pulse Furniture Design Ltd.	1,750.00
R4 Software Inc.	1,820.00
Ram Air Gear Dryer	2,664.00
Razor Productions	2,000.00
Red Letter Music	500.00
Red River Press Inc.	640.00
Sabourin Seed Service Ltd.	2,500.00
Score Advertising Inc.	4,000.00
Shocknife Inc.	1,150.00
Sipiweske Quilt Designs	710.00
SMT Research Ltd.	2,000.00
Solar Solutions Inc.	2,500.00
Soul Creations	230.00
Toban Experience	1,926.00
Topsyn Flexible Packaging Ltd.	2,000.00
Trackitback	4,000.00
Webview 360.com Ltd.	2,000.00
Wendy Kendall Designs	267.50
Whiteshell Chairs Ltd.	500.00
Wild Rose Pottery (Oriental Tiles)	1,135.00
	$ 133,426.29